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CONTENTS OF REEL 156

1) The Tobacco world, v. 23, no. 27-52
   July 8, 1903 – December 30, 1903
   MNS# PSt SNPaAg156.1

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310 Monthly $bApr. 1936-
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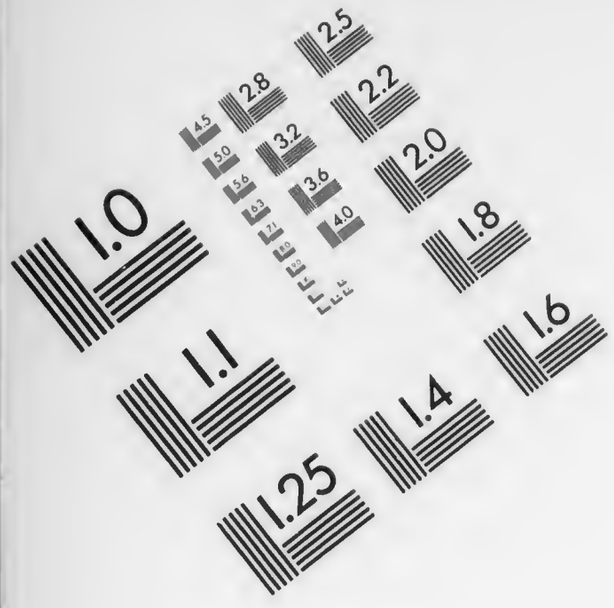

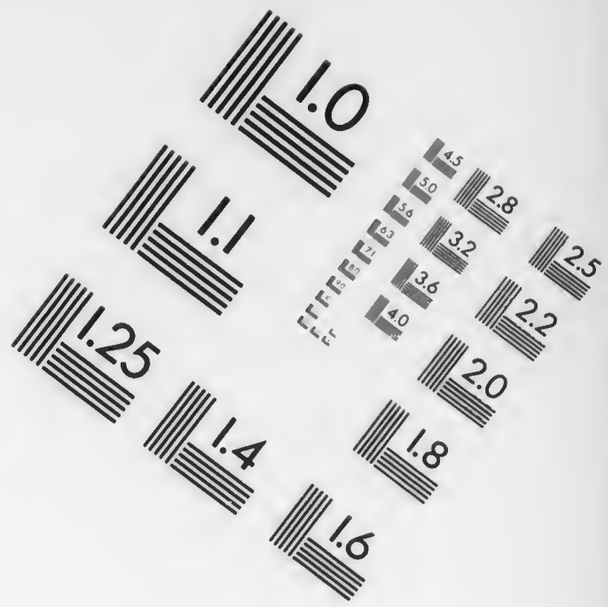

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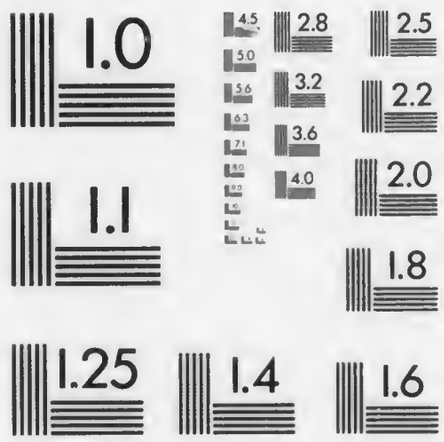

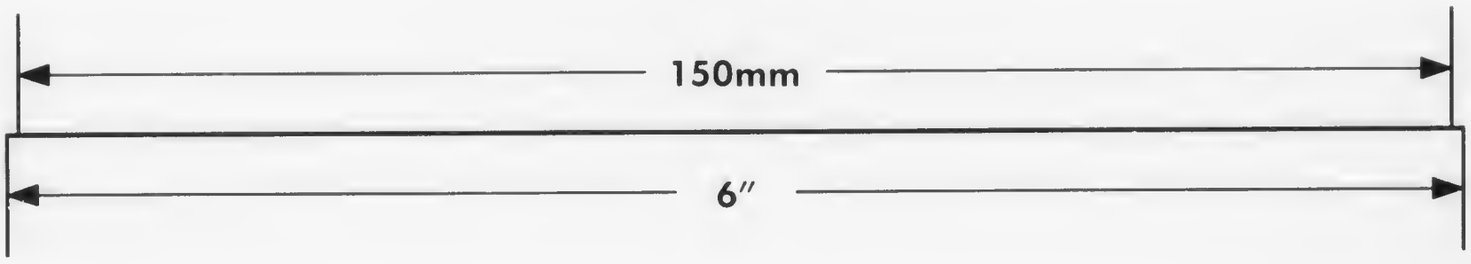

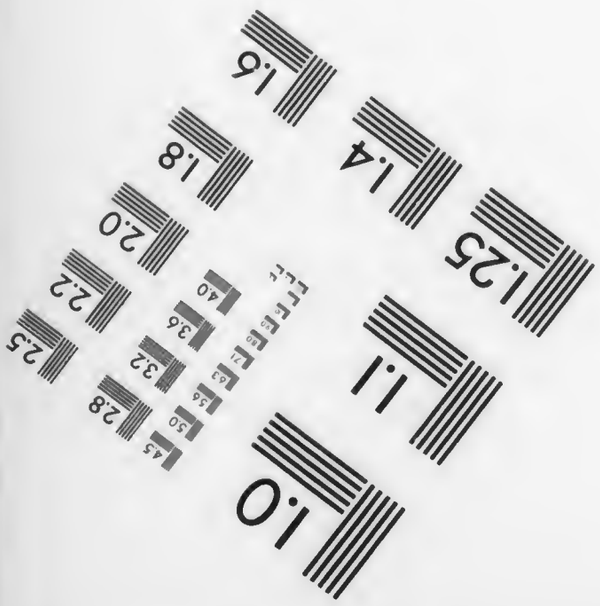

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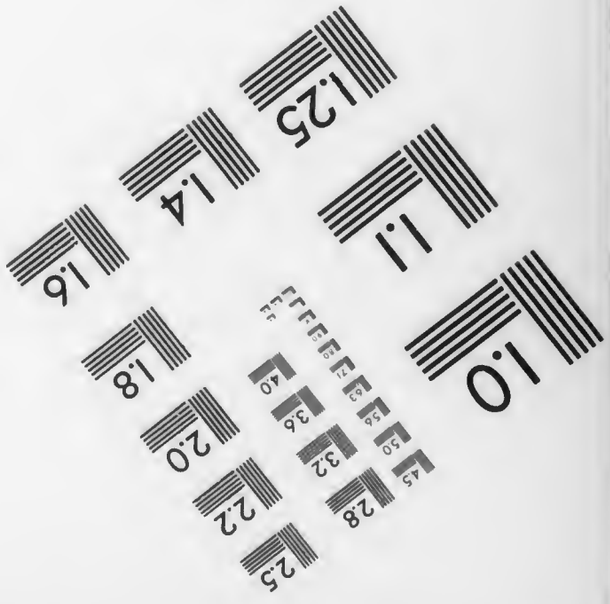

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no. 27-52
July 8, 1903 –
December 30, 1903

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Vol. XXIII., No. 27

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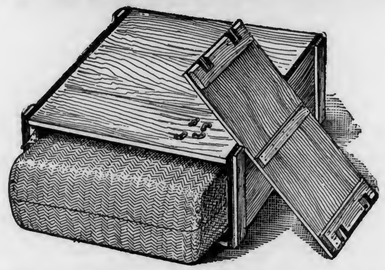

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M. F. SCHNEIDER

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Nes corner Kuipersteeg,

AMSTERDAM, HOLLAND.

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Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING COMPANY
224 Arch Street, Philadelphia.

JAY Y. KROUT, Presd't and Gen'l Manager.
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WITH

The Tobacco World

Where they Will be Seen by the Entire Trade.

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The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Tax Abolition.

A WASHINGTON dispatch which purports to give the legislative programme that is favored by the President, including the question of financial reform, says that the President's views on this subject are in accord with those of Senators Aldrich, Spooner, Allison and Hanna. It then proceeds to explain that the Senators believe that the huge surplus in the treasury is "superfluous and even dangerous." Hence they would prevent further accumulations, and this they would do "by reducing internal revenue and not by touching the tariff." They will give the American people the benefit of reduced taxation "rather than reduce the tariff and thus practically throw off the tax upon foreign goods at the expense of domestic producers."

What would happen if the internal revenue should be reduced by doing away with the internal revenue tax on cigars and tobacco?

Rather, what wouldn't happen? as far as upsetting of trade interests is concerned.

If the surplus in the treasury really is "superfluous and even dangerous" and if further accumulation must be prevented without a change in the policy of protection as summed up in the Dingley law, there need not be surprise if reduction or abolition of the tax on manufactured tobacco should be earnestly urged.

Ever since there was even a pretence of justice in the distribution of public burdens the policy of placing the heaviest taxes on luxuries has been followed; but the luxuries of one generation become almost the necessities of the next, and strong arguments could be advanced in support of the assertion that, in the ordinarily accepted meaning of the term, tobacco has now become a necessity.

One need not have a very extended knowledge of history to know that in England a couple of centuries ago a tax was imposed on every hearthstone, a man luxurious enough to have two or three fireplaces being looked upon as one who should pay two or three times as much into the public funds as his neighbor content with one fire-place. Another tax was upon window glass, a householder's taxes being in proportion to the number of lights of glass in his windows. No such distinctions are now made, ample light and heat for all the rooms of a house now being looked upon as necessities.

Probably from three-quarters to four-fifths of the household and personal supplies purchased by the average man or woman could be surrendered without any loss of health or strength or physical or mental well-being. The general standard of living advances noticeably every decade, and today the rent-paying mechanic is, as a general thing, better housed, better fed and better clothed than was the average house-owner at the time when Philadelphia was in point of population the first, instead of being the third, city in the country. Strike from the list of the articles frequently purchased by the wage-worker everything not actually required for normal needs and the list would be wonderfully shortened. With the list so shortened let him name in the order of their importance in his estimation the luxuries he most desires and tobacco would be one of the first he would have restored.

Outside of what is really needed in the way of food, and protection from the weather, and preservation of health, nothing is a necessity. The relative importance of other supplies is merely a matter of opinion; consequently the classification of those articles which provide the pleasures of life, either as necessities or luxuries, is dependent on individual judgment. If a reduction of the internal revenue should be decided on by Congress, it is far from impossible that the almost universal use of tobacco should in course of time lead to tobacco being looked upon as a necessity in the ordinary acceptance of the word and to the abolition of the taxes now paid upon it in its manufactured forms.

And this brings back the question—What would happen if there were no such taxes to be paid?

In the first place every man who smokes might become his own cigarmaker. With no taxation to enforce, there would be no restrictions concerning purchase or sale of tobacco leaf, and anybody would be privileged to buy of farmer or wholesale or retail leaf dealer. Tools for cigarmaking are few and cheap and are easily obtained. There would be no expense for boxes necessary, any receptacle which would keep out dust and dirt serving the purpose. The expense of making cigars would be reduced to the mere cost of material to the man making only for his own consumption, a cost not much, if any, exceeding 3 cents each for cigars wholly of high-grade imported tobaccos, and running down to a very small fraction of a cent for what is considered a fairly good cigar by the ordinary smoker.

To learn how to make a cigar which will draw and burn well and have a reasonably neat appearance is not very difficult. Some who take up the trade as a livelihood never become other than poor workmen, while others become fairly proficient in a comparatively few days. In the past ten years tens of thousands of people have become reasonably good photographers, and hundreds of thousands have become bicycle riders; and to learn cigarmaking is certainly less difficult than to acquire the other accomplishments named.

Even should there be no legal obstacle to the making of cigars by whoever cared to do such work, only a small proportion of smokers would engage in it, but where there is one man now dependent on cigarmaking for a living there would then be a score if not a hundred.

Any proposed reduction of taxes is, on first thought, received with approval by the average citizen. Many men smoke a dozen or more cigars every day—between four thousand and five thousand a year. The tax on 5,000 cigars is $15—enough to buy a good sized stack of poker chips or a big supply of hymn-books to send to the heathen. Even a moderate smoker pays about $5 a year in internal revenue taxes, and most men of fifty who have been smokers for thirty years, more or less, have contributed to the government in taxes on cigars at least a couple of hundred dollars.

Although the saving to smokers through abolition of the internal revenue tax on cigars would be considerable, there would be an offset in the withdrawal of protection which exists under the present system, as the market would be flooded with cigars made in tenement houses and sweat shops.

After all there isn't much prospect that the internal revenue tax will be withdrawn, but it is somewhat interesting to take into consideration what would be the effect in case it should be.

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IRRIGATION OF SUMATRA TOBACCO.

Description of an Interesting Industry now Flourishing in Florida and which Promises to Rapidly Increase in Extent and in Prosperity.

Florida, in the minds of Northeners, has been associated so long with fruits and flowers that it comes rather in the nature of a surprise to find agriculture developed there on a scale commensurate with many sections of the North.

Scientific Methods.

Northern brains, money, and push are responsible in some degree for the revival, but Floridians are awakening rapidly to a better appreciation of the latent possibilities of their State, and while welcoming their brothers from the North are themselves adopting the latest ideas of farming with success. Scientific methods, improved machinery, and diversified crops are gradually replacing the old customs, the antiquated machinery, and the one-crop system. The results are already reflected in better homes and a more industrious and cheerful people.

Record Won at Paris.

The city of Quincy, county seat of Gadsden County, is in northwestern Florida, in that narrow strip of land lying just south of Georgia. It is in the heart of the famous Sumatra tobacco district, the product of whose plantations scored 20 points higher at Paris than the leaf from the island of Sumatra. Recently I spent a day driving over the plantations of the Owl Commercial Company and Schroeder & Arquimbau, two of the largest planters in the State.

Patient Experimenting.

The Sumatra plant requires special soil, cultivation, and irrigation to bring it to perfection, and the success of the planters in Gadsden County has not been achieved without the most careful study of the plant's needs, and long and patient experimenting with soils and fertilizers. The plant also requires protection from the direct rays of the sun; hence these large plantations are covered with framework over which are stretched millions of yards of cheese cloth, or over which miles of narrow slats have been placed. The soil is prepared with utmost care. Twenty-six wagon-loads of stable manure and one and one-half tons of cotton seed meal per acre are thoroughly mixed with the soil. The plants are grown from the seed, which is usually planted in a small clearing in a swamp, and under cheese cloth. As soon as they have reached the size of young cabbage plants they are transplanted.

How Transplanting Is Done.

The young plants are carried in baskets by women or children, who follow the men down the rows. With a sharp-pointed stick the planter makes a hole about 4 inches deep, into which he places the plant, packing the earth about it with a few deft touches. The plants are set about 14 inches apart, the rows being about two feet apart. When the field is equipped with an overhead pipe line with sprays every 33 feet, the plants are irrigated in the evening; otherwise the watering is done with a dipper in the morning. From ten to fourteen thousand plants are set to the acre. As soon as the plants are firmly set a "scooter" is run betwen the rows, throwing up a flat-bottomed furrow in which the water is run from wooden troughs which divide the field at regular intervals. These troughs are supplied from the reservoir above the field, or from pipes directly connected with pumping plants on the streams.

Artificial Watering.

In the overhead system, now recognized as the most perfect and satisfactory method of artificial watering, two-inch pipes run over the frames in parallel lines about 40 feet apart, extending all over the fields. At intervals of 40 feet a small iron pipe extends upward abount 4 feet above the shades, the upper end being closed with a spraying attachment. When the water is turned on in the pipes it comes out of the sprayer in a fine mist and falls like a gentle rain upon the plants. Sumatra tobacco is cultivated constantly, no weeds or grass being permitted to grow in the field. A constant watch is kept to prevent injury from the pests to which the plant is subject.

Fighting the Pests.

The first of these and probably the worst is the black cut-worm, which, working under ground, cuts the young plant down near the roots. Should the plant survive this enemy, the planter keeps a lookout for the bud-worm fly, an insect that lays its eggs in the centre of the bud and bites a hole in the new leaf not larger than a pin point, but which will be as large as a silver dollar when the plant is full grown. Paris green and corn meal prove effective against this pest, and are appied like common insect powder.

Voracity of Worms.

When the plant has grown to some height the green-horned worm, with insatiable appetite, makes his appearance. He eats a leaf 12 by 24 inches in a single night and still is not satisfied. The grasshoppers, too, cause much annoyance, and the planters fight them in various ways. When they are very numerous they are rounded up by a large force of laborers and driven out of openings in the sides of the fields. When not too numerous, Guinea fowls are introduced into the fields, and they soon complete the destruction of the hoppers. A Guinea hen in full action after a grasshopper is a sight not soon forgotten, and the insect has but a small show for his life. Boys and girls with wooden flappers go over the fields at regular intervals and aid in the destruction of the hoppers.

Rapidity of Growth.

Tobacco grows amazingly fast in some instances attaining 9 feet in 37 days, and the plants must be frequently supported by strings attached to the frames. When the tobacco is gathered it is taken to drying-houses, which are immense barn-like structures with large openings to permit the free passage of the air. When thoroughly dried it comes to the warehouse for sorting into its proper grade.

Great Variety of Grades.

There are nine grades—light, medium and dark, with spotted and plain of each of the above. Other grades are called seconds, strippers, fillers and trash, the latter being the waste after sorting. All the work of sorting and grading is performed by colored women| Children are employed in stripping. For a period of not less than nine months the tobacco goes through a sweating process. Then it is weighed and bulked down. Later the bulks are changed, the centre of the package being placed on the outside.

Final Operations.

Then it is brought to the casing room and moistened. After this it comes to a sorting room, where it is graded by colors. Next it is sent to the tyer's table, where it is tied up after the leaves have been sorted and sized. The packages then go back to the bulk-room, where it goes through a process of drying out. It is then brought back to be sized to the inch, and is put into bales, which are again stored for two weeks more. The bales are then burlapped, marked according to grade, and shipped.

Half a Ton Per Acre.

A fair yield of Sumatra tobacco in Gadsden county is a thousand pounds to the acre, although it frequently runs as high as fourteen or fifteen hundred. The finest leaf brings as high as $6 a pound, although the average is probably not more than $3.50. This industry requires the investment of large capital, gives employment to a small army of colored people, and has become a strong factor in the material development of Gadsden Count.—Clarence J. Blanchard.

CONDITIONS IN THE REPUBLIC OF CUBA.

What a Special Representative of the New York Staats Zeitung Says Concerning Tobacco and Cigars at Present and in the Future.

A special representative of the Sunday edition of the New York Staats Zeitung has been making a study of the economic conditions in the Republic of Cuba, and something over a page was recently devoted to his views upon the cigar and tobacco industries. The writer says that he devoted several weeks to the study of this industry, visiting many of the most important factories and making a trip through the Vuelta Abajo district.

Anything like an understanding of the situation, he says, leads one first of all to Gustave Bock, as his thorough knowledge is admitted by all, and his nickname of the King of Havana is undisputed by either friend or foe. He is the man, the writer continues, who has overthrown the old idea that secrecy is necessary for success, and he had never before found at the head of a great enterprise a man so open and outspoken as Mr. Bock. At the end of a long interview Mr. Bock is quoted as saying: "All that you need is the necessary capital to make us a serious competitor, for now you know everything as well as I do myself."

Considerable space is then devoted to an outline of the organization of the various corporations that go to make up the combination of which Mr. Bock is the head, and the factories controlled by each, all of which is more or less ancient history to the trade. The writer then continues:

The chief feature of the old factories was the individuality of the product due to the special methods employed in the blending and manipulatig of the tobacco, which requires a high degree of knowledge and constant care and attention. With 22 different factories combined under a single management, this individual care and watchfulness is no longer a possibility.

If an approximation of such conditions is possible in the combination, the writer says, it is due to the indefatigable efforts of Mr. Bock, and through his ability to largely hold together the old factory organizations by the retention of trusted lieutenants, who take a personal pride in their work.

Certain independent factories, the writer says, which were for a time on the wane, have more recently experienced a revival, and their products have again come to enjoy a considerable vogue, not only in the German and English markets, but in the markets of the United States, and in certain circles a preference has been shown for their goods.

The increased cost of both the raw materials and the labor involved in the production of cigars in Havana in recent years is then dwelt upon at some length, but this is a matter with which, of course, most members of the trade are perfectly familiar. The average selling price of cigars exported in 1902, the writer gives as follows: Exports to the United States, $77.20; to England, $62.94; to Germany, $63.62; to Austria, $80.11.

In conclusion, the writer says that any absolute control of the tobacco growing lands by any single interest is absurd and impossible of accomplishment. To acquire even the product of the Vuelta Abajo alone would require untold millions, and the surmounting of seemingly insurmountable obstacles, and the experience of the Havana Commercial Company of a few years ago, he believes, is likely to deter any further attempts to get entire control of the raw material. Even if the entire crop should be cornered for one season, he is satisfied that the increased acreage, which would be planted the following year, would render such a movement unsuccessful.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE REALM OF THE RETAILERS

Clean and Dirty Windows.

It is interesting to notice how retailers generally regard their show windows. Apparently, to some the window is only regarded as so much additional storeroom, where an overplus of stock may be conveniently placed temporarily, the boxes being stacked up closely, with little regard for effect or arrangement, fine goods and cheap being mixed together indiscriminately. There are others who evidently look upon the show window as a convenient place to stick away "empties," which are allowed to stay there indefinitely, accumulating dust, and seriously interfering with the regular cleaning of the glass. In almost every case where ragged-edged, empty cigar boxes are the principal feature of the window, it may be noted that the window cleaner's services are much to be desired. Such a sight as is usually presented by a window thus neglected is not one to induce a person to enter the place for the purpose of purchasing something he intends to put in his mouth. A man who is at all particular about the cleanliness of his food is just as fastidious about the cigars he smokes, and the retailer should not forget it.

Paragraphed Points.

The talent for business will help a man to more business.

The worth of effort is appreciated in the returns.

A good advertisement is easy for a store that gives good values.

No merchant can afford to wait for the other fellow to push business.

No store is so independent that it can afford to ignore the opinion of the public.

A bargain advertised in the right way will secure the right response from the public.

The best way to judge the value of advertising is to do the best possible advertising and note results.

The people who failed to respond to-day will be nearer to feeling the absolute necessity of buying to-morrow.

Novelty in a Showcard.

An English firm has issuel a new showcard in connection with its leading brand of cigars. The card is made to stand on a counter or in a window, the front being of rich red or green plush, with gilt lettering. In the centre is a hole just the size of an open cigar box, and the idea is to attach a box of cigars at the back of this, so that they look as if forming portion of the showcard.

Slow and Sure.

The young man starts in business for himself after he has worked a few years, maybe not more than two or three, for someone else. His capital is small and he has ambitions of a worthy sort. He goes well for a few weeks and then he thinks there is no use traveling around the corners and waiting so infernally long to get to a place of vantage. He tries cutting corners. A time or two he succeeds and he becomes emboldened by what he thinks is a successful way, until he finally finds his apple cart broken and his load dumped or waiting for rescue by some kind hand in the middle of a field between the road he left and the one he wants to reach. He loses time and temper and much business and pays more dearly for his experience than if he had traveled in the good old way around.

An older man looks back at the years he has been working along and compares the success he has attained with that of some other merchant he knows. He feels a little down in the mouth and determines to do something that will boost him along at a swifter pace. He also tries to cut corners and a little later finds himself caught in a mudhole or a hole in the fence from which he rescues himself at the cost of considerable time and much money. And so the story of business runs.

Business space can neither be eliminated nor skipped over without touching. Heavy rewards come from heavy efforts. The swifter the runner the sooner the race is won, but every foot of the ground must be passed over. Acceptance and use of present circumstances and conditions are compulsory. Business, like a plant, makes growth according to the soil where it is planted and the care given to it.—Drygoodsman.

Persistence Necessary.

It is astonishing how a man will be diligent in establishing a business and then be careless in keeping it to a point where it would prove of profit. There are many men who have established business on a paying basis and then have permitted the thing to pass into a decadent condition until profit was no longer in sight and the loss side of the ledger began to take on figures. About twenty years ago the Schumacher oats were known all over the country. By advertising and work in a general way the business had been made to pay great profits. Then the "economic" sense of the management took charge and the business commenced to go down in spite of the fact that breakfast foods were growing daily more popular. It was merely the want of proper advertising that allowed the business to go to pieces.

Ten years ago the bicycle business was flourishing, and the people all knew the advantage of the wheels offered. After several very successful seasons the bicycle business was organized into a trust and the advertising curtailed. Notwithstanding the fact that the business had been run on a very elaborate scale, and that the same great people were at the head of it, the business went to pieces, until to-day the factories are running to only a limited extent and the wheels are not in very great demand. The situation has become so critical that Colonel Pope says he will re-establish it and proposes a broad campaign of advertising. The results of his work will be watched with eager interest, as it is seldom that a business, once permitted to go to pieces, can be revived by even a strenuous campaign of work and advertising.

A number of incidents might be mentioned where good businesses have gradually dwindled after the advertising appropriation has been cut off. It is a matter which should have the serious consideration of every business man. If advertising will establish a business, more advertising will help to keep it going. If there is a plan which will help a business to grow, some form of that plan will surely keep it growing. The point that interests most business men is, first, the enlargement of business, and then the keeping of the advantage gained. It is seldom a merchant can hold business with the same plan used in establishing that business, but it is certain that the man who established a business by using efficient business methods can keep that business by methods just as efficient, though, of course, it may be necessary to alter the plans somewhat.

The danger to the business man is that he will quit his pushing and thereby lose ground. A local merchant is just as much interested in this question as is the manufacturer or jobber. It is necessary to keep business, because it is impossible to be content when the business is going backward. A merchant with a small amount of business can afford, less than the man with a large amount of business, to have it cut off. If the business was worth establishing it is worth keeping, and the merchant who has done much to bring it to a point of profit can by the right methods keep it there; and he owes it to himself to be active in preserving the business and the field for his own benefit. J. R. H.

Crushed by Detail.

There are those to-day at the helms of large business enterprises, men whose executive powers are materially weakened and lessened through an inordinate desire on their part to take charge of minor details of the business which they are endeavoring to pilot toward success. These men are, figuratively speaking, crushed by detail.

One man's mind is not capable, as a rule, of grasping detail and general management, while he may be perfectly capable to assume charge of either side of the business individually. A business is made or marred by the attention bestowed upon its different departments.

A properly ordered establishment will invariably be found where the proprietor or the manager thereof has sufficient confidence in his help to leave them alone, where his whole time and attention is devoted to superintending the general work of sending the business toward profit—an establishment where all subordinates are masters of separate detail and are fully competent to take charge of the different departments assigned to them without the necessity of instruction or advice as to small differences.—St. Paul Trade.

Too Many Saints.

"I ran a tobacco plantation in Cuba for a couple of years," said a guest of one of the big hotels the other evening, "and at the outset met with the same difficulty every other manager had for the last 200 years. About three times a week was saint's day for all hands, and they'd knock off work to hang around the villages. It was no good to coax or threaten. I simply had to take it out in cussing them. When I first took hold I was waited upon by a priest, who wanted to know what sum I would pay over to him monthly for the benefit of the souls of my people. He had the flock in his charge, and it was customary at all plantations to pay a regular stipend, but when the men began to keep saint's day I went to the priest and complained of the interruptions.

"'Senor, it is the custom and cannot be changed,' he replied. 'If my people did not respect the saints what would become of their souls?'

"I said no more, but when the second monthly pay day came around I was loaded for the occasion. The priest was on hand for his stipend, as was every hand for his wages, but I gave out that no one would be paid. Great excitement followed, and pretty soon the priest came to the office to ask why the money was withheld.

"'It is St. John's day, and I am not working,' I replied. 'I also have saints to look out for, as I forgot to tell you.'

"'But you will pay to-morrow?'

"'To-morrow is St. Thomas' day.'

"'And the day after.'

"'Is St. David's day.'

"He looked black for a minute, and then said:

"'Senor, there seem to be more saints than money. Can't we spare a few of the former?'

"Half an hour later I had knocked out all the saints in my calendar, and he had let go so many of his that they came in only on Sundays, and after that we had no further trouble."

Taking Stock.

Are you going to take stock this July? If you have not yet considered the question, pay it very close and immediate attention. It is of far greater importance than is imagined by those who neglect to make periodical valuations.

Rabell, Costa & Company,

TOBACCO DEALERS

Our Specialties:

Vuelta Abajo and Santa Clara

Manrique 199,

Cable Address: RABELL.
Post Office Box, 117.

HAVANA, CUBA.

Forgeries in Lancaster.

Local Banks Pronounce Notes and Drafts Worthless.

Lancaster, Pa., July 6, 1903.

There has been no abatement in the activity in the lear tobacco market. The largest holders of the 1902 crop are increasing their stock by constant purchase of B's principally. They are securing as many as they can, with quality and price the essential feature. The confidence in the crop is not waning; on the country, the recent large sales reported have acted as a stimulus to manufacturers and dealers, and in consequence there has been rather a demand for B's and tops of the best types. In the demand for the 1902 goods the 1901 crop has not been entirely overlooked, and while it is not called for as rapidly as was expected, the packers are unloading considerable on the market each week. Some of the holders of the 1901 are inclined to the belief that the greater portion of it will be in the hands of manufacturers and jobbers before the 1902 will be in general use. Others are not so sanguine.

Visitors to this market last week were: X. Hanna, of Hanna Bros., Dayton, Ohio; Mr. Pretzfeld, of L. Pretzfeld & Co., New York, and H. V. Altschul, of A. Cohn & Co., New York.

I. H. Weaver, the extensive tobacco dealer, was a victim of Bezuner, of the Postal Cigar Co., Cleveland, O., which has recently gotten into financial difficulties. Several notes and drafts for thousands of dollars, which were supposed to have been signed by Mr. Weaver, were given, it is alleged, by Bezuner to various tobacco dealers in Ohio in payment for tobacco purchased, and when the notes and drafts were sent to our local banks for collection, payment upon them was refused and the papers pronounced forgeries. J. H. Stiles, of York, Pa., was another victim.

The manufacturers report a perceptible falling off in orders the past week, and several factories have commenced reduring their forces. The larger factories continue busy, completing back orders.

The following were the receipts of the Ninth Internal Revenue District for June: Cigars, $201,043.92; tobacco, $2538.10; spirits, $30,737.96; beer, $25,543.50; snuff, $28.44; special, $26,568.07; miscellaneous, $170.49; total, $286,630.48. This is an increase of $7031.49 over June of last year. There was a big increase on cigars over June of 1902, the increase being $22,580.28. This was the biggest month for cigar stumps since November, 1901, when the sales were $207,383.94.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

Reading Business Good.

All the Manufacturers Kept Busy in Filling Orders.

Reading, Pa., July 6, 1903.

The Collector in Internal Revenue, Frederick W. Cranston, is sending out blanks to the cigar and tobacco manufacturers of this district, notifying them to register, as required by law. No special tax is levied on manufacturers. All must register this month.

Joseph Keller, cigar manufacturer, has put three additional hands to work. He conducts his factory on the second floor of his retail store, at 1043 Greenwich. He recently received trade-marks for the following brands: Forrester and J. K. (nickle goods) and the Binging Tie, a 10-cent cigar. He makes large shipments to New York State.

The local cigar trade has seldom been busier than last month. Cigarmakers are more in demand than at any time before in this year, and a number of firms need more hands.

John G. Spatz & Co. are rushed with orders and report the outlook very bright.

Gumpert Bros. want more employes in several departments. Their output is ahead of that of last year, and they have a big lot of orders on hand.

M. Steppacher, 636 Court street, is making heavy shipments to the New England States. His trade has been brisk, and he expects to double this year his previous output.

Stewart, Newberger & Co. report their factory busy and their sales for June far ahead of those of June, 1902.

Cigar Manufacturer E. E. Kahler has been working overtime for several weeks. His entire output of the Ben Austrian cigar is taken by a Philadelphia drug house.

W. W. Snyder is one of the busy cigar manufacturers here, and reports the trade outlook as being very bright.

Lop-sided Noses.

Wherever there is a settlement of Norwegians there are always a number of men with lop-sided noses. "Why is it that one side of your nose seems so frequently to be bigger than the other?" a stranger asked a Manayunk Norwegian recently, and the man replied: "We Norwegians are nearly all tobacco pluggers. I'll show you what I mean by that." He opened his pouch and took out a tobacco leaf an inch wide and three inches long. He rolled the leaf, as one would roll a cigarette, into a kind of cone, and this cone he pushed up his right nostril until only the end of it was visible. "I'll keep it in my nose," he said, "for about two hours. My system by that time will have drained it quite dry of everp property it has. This plugging habit is as common in Norway as the tobacco-chewing habit in America. A very fine, clean, cheap way of using tobacco it is, too." "Let me try it," said the other, and he plugged up his own nose with a leaf of tobacco and began instantly to cough and sneeze and choke. He pulled out the leaft at once, but for an hour he could taste and smell the tobacco as plainly as though it had still been there.—Record.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEORGE W. BREMER, JR. WALTER J. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM, IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

No. 119 North Third Street, PHILADELPHIA.

L. G. Haeussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street, PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in Leaf Tobaccos

136 North Third Street

PHILADELPHIA

Retail Department is strictly up to date.

Superior Grades of

Sumatra, Havana and Domestic Tobacco

B. Liberman

242 North Third Street, Philadelphia

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf Tobacco

120 North Third Street, Philadelphia.

H. Velenchik. S. Velenchik.

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

J. L. & M. F. GREENE, PACKERS OF LEAF TOBACCO

PACKING HOUSES: Janesville, Milton, Albany, } Wis.

TELEPHONE WIS.

STORAGE CAPACITY 10,000 CASES

Reading, Pa.

Importers of Sumatra Tobacco

Cable Address: "HERR."

Joseph Hirsch & Son

6. Z. VOORBURGWAL 227 Amsterdam. Holland.

Office, 183 Water St. NEW YORK

LOUIS BYTHINER. J. PRINCE.

LOUIS BYTHINER,

Leaf Tobacco Broker and Commission Merchant.

308 Race St. PHILADELPHIA.

Long Distance Telephone, 2048 A.

LA FISSEL CIGAR CO.

MANUFACTURERS OF

Fine Union-made Cigars

EAST BERLIN, PA.

Correspondence with Wholesale and Jobbing Trade solicited.

S. LIBERMAN

Manufacturer of the

SPORTY BOY 5c Cigar

POPULAR EVERYWHERE

531 Wharton St. PHILADELPHIA

E. E. Kahler,

328 to 332 Buttonwood Street,

Reading, Pa.

Manufacturer of High Grade

Seed and Havana CIGARS

Correspondence solicited with the Wholesale and Jobbing Trade.

L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos

153 North Third St., Philadelphia. Warehouses { *LANCASTER, PA.* *JERSEY SHORE, PA.*

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

DOUBTS CONTINUE ABOUT CUBAN CROPS.

Vuelta Abajo and Partido Uncertain in Quantity; Remedios Quality far from Satisfactory.

HAVANA, June 29, 1903.

A further improvement has to be noted in the volume of transactions during the week ending with June 27, and from now on it will be the new crop in Vuelta Abajo and Partido which will furnish the bulk of the sales during the balance of the calendar year. The stocks of old Vuelta Abajo and Remedios have shrunk so much in the Havana market that they have lost the power to play any role to absorb the principal interest of buyers from the North. What little there is left of choice goods is bound to be acquired at considerably higher figures than those current at present, while even the medium and poor grades will not go begging for purchasers, owing to circumstances well known in the trade. The principal interest centres how in the actual quantity of this year's Vuelta Abajo and Partido crop, which most people claim will be smaller in the number of bales, although there are dissenting views held by others. The new Remedios awakens only a lukewarm reception thus far and stocks are increasing. Sample shipments made to Germany have not been repeated and the few parcels of light fillers sent to the United States (Tampa and Key West chiefly) have not been enthusiastically received. The small cigar shops for local consumption are using a trifling amount weekly for want of any other cheap substitute.

How much and what sort of a medium heavy quality may be forthcoming later on in the season remains to be seen yet, and whether the same will answer the purposes and exactions of Northern manufacturers also remains to be seen. Sales amounted to 5900 bales in all—3300 Vuelta Abajo, 2100 Remedios and 500 bales of Partido. The United States will receive 5000 and Germany 100 and Havana factories will consume the balance of 800 bales.

Prices have ruled very firm for all classes with an upward tendency for the choicest goods.

Arrivals and Departures.

Arrivals of buyers were:

G. W. Nichols, of G. W. Nichols & Co., Key West and New York.

H. Anton Bock, of H. Anton Bock & Co., New York.

J. Bernheim, of J. Bernheim & Sons, New York and Havana.

And also Jose Santalla, of J. Santalla & Co., who returned from his short stay in New York.

Departures include the following:

Adolph Goldberg for San Francisco via New York.

Jose Aixala, for New York.

G. W. Nichols, for New York.

Sidney Rothchild, for New York.

H. Anton Bock, for New York.

Pepin Rodrigues, for New York.

Manuel Lopez, for New York.

O. L. Ledermann, for Hamburg.

Havana Cigar Manufacturers.

The Havana Tobacco Company, excluding the Henry Clay & Bock & Co., Ltd. section, sent another official notice to the commission merchants, repeating a former "ukase" that all factory discounts had been abolished, and that all orders for cigars had to be sent in future to Cuba 37 for approval and acceptance. This is signed by E. T. Ware as attorney for the Cabanas y Carvajal, J. S. Murias & Co. and Havana Commercial Company.

O. L. Lederman, of the Hamburg firm of Barsdorf, Fischer & Hachfeld, cannot have met with any success, as he issued an appeal to the independent factories, claiming that the most intimate friends of his firm had through a misunderstanding prejudiced the good intentions towards the independents, and that he wished a personal interview to convince them of the actual facts. The latter are that Germany consumes about 28,000,000 of Havana cigars and of these the above house must take 21,000,000 from the Trust, thus leaving only 7,000,000 to be divided amongst all of the independents. As the latter expect with good reason to be able to export at least 14,000,000 cigars to Germany this year, by not binding themselves to any house affiliated with the Trust, Mr. Lederman's mission was a complete failure.

J. F. Brendes & Co., who had signed the agreement of the commission merchants to stand by the independent manufacturers have withdrawn their signature for some reason. As a consequence they will not be able to get any cigars from the independent factories.

H. Upmann & Co., purchased another 200 bales of the cream of this year's Vuelta Abajo factory Vegas. Orders are coming in for them byevery mail in increasing numbers.

Behrens & Co. are also working with full forces.

Rabell Costa Vales & Co. have plenty of orders for "El Marques de Rebell Ramon Allones," and Cruz Roja brands.

High Life is increasing its output steadily.

Romeo y Julieta—Don Pepin Rodriguez has just left upon a business trip to the United States and Europe, in order to see his stanch, old friends and to make new ones wherever he may go. That this brand has a great future before it is an open secret.

Punch—Don Manuel Lopez, of this renowned brand, is likewise bound for the United States upon business.

Buyers, Dealers, Etc.

One New York dealer is credited with having purchased 2000 bales of old and new Remedios, Vuelta Abajo and Partido tobacco.

ESTABLISHED 1844

H. UPMANN & CO.

HAVANA, CUBA

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169

OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL HABANA

FABRICA DE TABACOS AMAT VICTORIA CURAM

SOL and LUIS MARX

LUIS MARX HABANA

Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.

MAKERS OF

PURE HABANA SEGARS

"At the SIGN of the BULL DOG"

Maiden Lane and Water St.

New York.

Baron DeKalb, Bull Dog,

Henry Irving, Roycroft Segars.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Cable: HIMML. Havana, Cuba.
P. O. Box 397.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

E. A. KRAUSSMAN,
170 Water Street, NEW YORK
Always has THE RIGHT HAVANA
At the RIGHT PRICES
SEND FOR SAMPLES

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270. Habana.
Cable: ZALEZGON.

Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

G. NEUHAUS. F. NEUMANN.
Neuhaus, Neumann & Co.
COMMISSION MERCHANTS
SHIPPERS OF
LEAF TOBACCO and CIGARS
HAVANA, CUBA.
Office: OBRAPIA 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

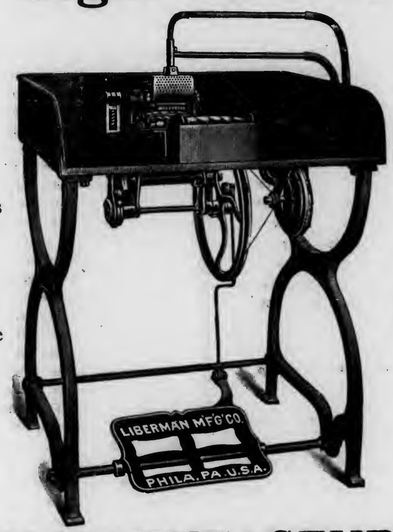
AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. *NEW YORK*

READY FOR THE MARKET

Liberman's Cigar Branding Machine

All Defects of Others Avoided
Many New and Valuable Features
Capacity Practically Unlimited
Construction Simple and Durable
Work Uniform



Brand Neat and Distinct
No Annoyance from Lampblack
Complete Set of Type With Each Machine
Intensity of Heat Regulated by an Ingenious Blast Device, Securing Very Legible Lettering on the Cigar

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223--5--7 South Fifth Street, PHILADELPHIA, PA.

Joaquin Lopez, of Arguelles Lopez & Bro., of Tampa, is a very careful buyer, taking his time in selecting only the finest Vuelta Abajo Vegas of the "tierra llama" district; still it is said that he has bought at least 1000 bales already.

H. Anton Bock has purchased 600 bales of the cream of this year's Vuelta Abajo.

Adolph Goldberg did not tarry long, but managed to pick up 200 bales of old and new prime goods for his firm of Conradi & Goldberg, San Francisco.

Leonard Friedmand & Co. shipped 127 bales of Remedios and Vuelta Abajo to the States.

Leslie Pantin was a buyer of 300 bales of Vuelta Abajo, Remedios and Partidos for his Northern friends.

Garcia & Co. were heavy sellers to the tune of 1200 bales of Vuelta Abajo.

Sobrinos de A. Gonzalez made sales of 1000 bales of Vuelta Abajo and Remedios.

Antonio Suarez, well known and well liked in the trade, is the possessor of fine and selected packings of Vuelta Abajo and Partidos and disposed of 450 bales of Vuelta Abajo this week. His house has been established upwards of ten years and during this time has acquired a large clientele of manufacturers in the United States who are greatly pleased with the treatment they receive at the hands of Don Antonio, as he has a considerable amount of real estate in the Vuelta Abajo and is careful to pack only tobacco of the best districts, it is no wonder that the packings have found universal favor with the Northern buyers.

Bruno Diaz & Co. sold 200 bales of Vuelta Abajo and Partido.

The Loeb-Nunez Havana Co. sold and shipped 100 bales Vuelta Abajo to Germany and 150 bales Remedios to United States friends.

Jorg & P. Castaneda continue to deliver their Tumbadero packings as soon as they arrive from the country; this week they sold 300 bales.

G. Salomon y Hnos. closed out 200 bales of Remedios and Vuelta Abajo to city buyers.

Jose Memendez disposed of 150 bales of Vuelta Abajo this week.

Aixala & Co. were sellers of 150 bales of Remedios.

Sanchez y Cueto received about 150 bales Vuelta Abajo from their famous escojida, "Cueva Oscura." Besides, they are packing extensively in the Semi Vuelta section, from which the lots are coming in weekly now, so they will be soon able to offer plenty of new goods to their friends from the North.

Sobrinos de V. Diaz sold 200 bales of Remedios.

G. W. Nichols must have purchased between 500 and 600 bales of Vuelta Abajo on his last trip.

The firm of Neuhaus, Neumann & Co. having expired by limitation, Mr. G. Neuhaus retiring, a new partnership under the name of Federico Neumann & Co. has been formed by Messrs. Federico Neumann, G. W. Mitchaelsen and Hermann Prass. All of the above named gentlemen are widely known and highly esteemed.

Receipts of Tobacco From the Country.

	Week Ending June 27. Bales	Since Jan. 1. Bales
Vuelta Abajo	5,634	39,809
Semi Vuelta	67	1,397
Partido	1,661	14,008
Matanzas	10	63
S. Clara & Remedios	528	32,614
Santiago de Cuba	35	1,653
Total	7,935	89,544

All Over Wisconsin.

Business in Milwaukee—Farming in Other Sections of the State.

Milwaukee Office of The Tobacco World, Room 19, Miller Block.

Milwaukee, Wis., July 6, 1903.

Mrs. F. F. Adams, Jr., wife of the vice president of the Adams Tobacco Company, of this city, reported to the police yesterday morning that she had been held up and robbed of $18,500 Monday afternoon while on a train en route from Chicago to this city. She said she had gone to Chicago to get a legacy of $25,000 and had paid some mortgages and other debts with the balance. While near Cudahy, she says, she stepped to the toilet room and was followed by a woman in black, who struck her over the head with a "billy" or other blunt instrument as soon as the door was closed. She was unconscious, and when she awoke the alleged assailant had disappeared. Mrs. Adams had an adventure with a big snake in Whitefish Bay a few weeks ago and this is said to have left her in a highly nervous condition, so that any unusual experience compels her to summon medical attention. Inquiry at the Schlitz Hotel to-night developed the fact that Mrs. Adams is in a serious condition. Mr. Adams refuses to be interviewed regarding the robbery.

The leaf houses report a very quiet business for the last week in June, but look for a revival of trade this month. Very few leaf salesmen have visited the city during the week. Shipments have been few and far between.

The excursion season is now open and thousands of strangers visit Milwaukee daily by boat and train. All retail tobacconists report a heavy increase in trade, especially those located near the docks and railroad station.

In the fire of Saturday morning, which destroyed the Davidson Hotel Annex and other business blocks, the H. K. Phillips Cigar Company, one of the largest jobbing and manufacturing firms in the Northwest, suffered a total loss of the large stock in the Third street shipping depot, which was one of the first structures to catch fire. The Phillips Company loss will aggregate $8000, fully covered by insurance. A cigar stock in a neighboring barber shop was also destroyed, entailing a loss of $500.

Northwest Notes.

William S. Brill, representing the United Cigar Manufacturers, of New York, is in the State with plans for the new tobacco warehouse to be erected this season at Portage, to have a storage capacity of 5000 cases, and employ 150 hands during the packing season.

This is the week that is usually ac-

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of

Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.

READING, PA.

cepted as the almanac time for transplanting the tobacco crop in this latitude, and the growers have this work well in hand throughout the tobacco sections of the State. The previous cold weather served to delay the growth of the plants, so the planting is not so far advanced as it would otherwise have been. The close of the present week ought to see most of the crop transferred from the beds to the fields.

A. L. Larson, of Otsego, reports considerable damage done to tobacco plants in that vicinity by the recent hail storms.

MacFarland, Wis., July 4.—Farmers are now busy planting tobacco, but the plants are scarce and it is feared there will not be plants enough for the large acreage laid out. The plants rotted in some places. The frost did some damage to them also. H. C. Hadley, residing near Cooksville, finished setting 18 acres of tobacco last Monday.

Albion Prairie, Wis., July 4.—Nearly every one has finished setting tobacco in this vicinity. The weed seems to be doing well and growing fast.

Janesville, Wis., July 4.—Plants are plentiful and the recent rain has put the ground in fine condition. The growers are about a week ahead of their average season in farm work. No activity is shown in the leaf markets. Some goods remain in the first hands, but the amount is smaller than usual, and dealers find little encouragement in trying to lift them. Trade in old leaf is also dull. The shipments from Edgerton last week for all points was 300 cases, and from Janesville even less. The packings of the past winter are being overhauled. Several instances of black rot have been reported.

Portage, July 4.—In the towns of Courtland, Randolph, Scott and Spring Vale more tobacco has been planted than usual and an excellent crop is promised. In Caledonia very little tobacco is planted. In Fall River the acreage of tobacco is one-third more than last year and tobacco gradually taking the place of small grain. In Leeds tobacco is just being planted and the cut worms are taking a good share of it. In Lewiston very little tobacco is being raised. In Paynette the frost of June 19 killed tobacco plants in beds that were not covered, which will make quite a difference in this crop.

THE LAST SNUFF TAKER AMONG THE GREAT.

Pope Leo XIII is the last among the great ones of the earth to be loyal to snuff. He has been a snuff taker ever since he became a priest, and that was more than seventy years ago. Snuff appears to have prolonged his life. It certainly never injured his voice, which was a magnificent organ up to less than a twelvemonth ago, and it undoubtedly performed its most valuable function in keeping his intellect clear.

Every once in a while, during the pontificate of Leo, some American newspaper has published a story to the effect that the Pope bought his snuff in Baltimore. He never did anything of the kind. He was always a patron of the Portuguese tobacco regie and his snuff cost him $50 a pound. That is the price at which the finest grade of Portuguese snuff is sold. Snuff at $50 a pound was the Pope's only personal extravagance, but it must have been a drain even upon his resources because a pound could not have lasted him much over two days, so inveterate a snuff taker was he.

Outside of a few very wealthy men in Europe Portuguese snuffs go mainly to China.

By a deal closed last week about $150,000 was paid for 2,300 hogsheads of tobacco by the Continental Tobacco Co. to H. Q. Grinter, acting for the Louisville Tobacco Warehouse Co. All the tobacco was Burley of the 1901 crop, and was of common to medium grades.

A recent Internal Revenue Department decision is that peddlers of tobacco need not renew bonds in July, if the surety on the old bond is alive and solvent.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

NOTICE OF DISSOLUTION.

NOTICE is hereby given that the firm of A. Pazos & Co., heretofore composed of Avelino Pazos, Charles Vogt, Jr., and Jose Santalla, and doing business at No. 164 Front Street, Borough of Manhattan, City of New York, has this day been dissolved by mutual consent.

The said Avelino Pazos and Charles Vogt, Jr., will sign in liquidation.

A. Pazos & Co.

Dated: New York, July 1st., 1903. 7-1-3

A CARD.

New York, June, 1903.

THE firm of A. Pazos & Co., heretofore consisting of Avelino Pazos, Charles Vogt, Jr and Jose Santalla trading under the said firm name of A. Pazos & Co., 162 Front Street, City of New York, and under the firm name of Jose Santalla y Ca., at Havana, Cuba, has been dissolved by mutual consent, such dissolution to take effect July 1st, 1903.

On and after July 1st, 1903, the undersigned individually, will carry on business at No. 4 Burling Slip, in the City of New York, under the firm name of A. Pazos & Co. and at No. 3 Esperanza, Havana, Cuba, under the firm name of A. Pazos y Ca. Thanking you for past favors and soliciting a continuance of your esteemed patronage, I remain,

Very respectfully yours,

7-1-3 AVELINO PAZOS.

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

FOR SALE —Fifty (50) J. R. Williams Red Suction Tables, in good condition; will sell cheap. Address MACHINES, Box 62, care of The Tobacco World, Philadelphia. 2-18

JOBBERS WANTED—To handle our Rhinette 5-cent cigars. Liberal discounts given. BEGE BROS., 4353 Main Street, Manayunk, Philada. 7-8-4t

JOBBERS WANTED to handle our Alex. Wilson Cigars. Union made. Correspondence solicited. LA UNION CIGAR CO., Hanover, Pa. 4-15-tf

Big Stock
of
CIGAR LEAF

Fancy Connecticut Havana Seed Wrappers
Old Natural Sweat.

Fancy Pennsylvania Havana Seed **B's.**

Fancy Pennsylvania Broad Leaf **B's.**

Fancy Zimmer Spanish **B's.**

Fancy Old Gebhardt **B's.**

Sutter Bros.
Incorporated

NEW YORK CHICAGO ST. LOUIS HAVANA

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Grascali

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
Almacenes de San José. HAVANA, CUBA.

HAVANA TOBACCO COMPANY
TRADE MARK
111 Fifth Avenue, NEW YORK
SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Yncian	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguedad
La Flor de Naves	El Aguila de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murias
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estella	J. S. Murias y Ca.
	H. de Cabanas y Carbajal.	

LEOPOLD SCHMID FRANK LANGE
L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ENOS SMITH

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

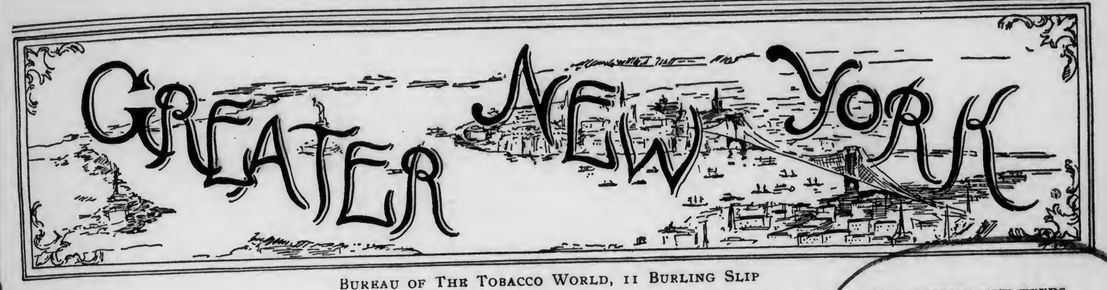
Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

ROTHSCHILD & BRO.
741 to 751 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK

I. J. SCHORNER. I. M. JACOBY.
I. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
169 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP

There is more than the usual complaint this year about diseases in the new Connecticut, and at last the cause of this condition is becoming understood. Packers blame it all upon the patent fertilizers which the tobacco growers of the Connecticut valley use in such quantities in the place of good old fashioned stable manure. There are few horses to be found on the tobacco farms of Connecticut nowadays and still fewer cows. The farmers buy their milk and instead of driving about behind horses they utilize the trolley cars. The trolley lines are popular because the fares they charge are so low. For five cents, for instance, one may ride from South Windsor to Hartford, a distance of ten miles. That's cheaper than keeping a family turnout. Of course, if the tobacco growers of Connecticut wanted to fertilize their acres with stable manure they could get all of that they might happen to want from the cities. They themselves appreciate the superiority of stable manure over patent fertilizers, but stable manure costs $60 an acre, whereas patent fertilizers to answer the same purpose may be had for about $6. And the buyer: he comes along every year just the same; he grumbles and scolds and sometimes he docks, yes, even backs out of his contract altogether, but the end of the season somehow always sees the farmer with an empty tobacco barn and so he is content and next year he buys more fertilizers and presently a new tobacco disease appears and is added to the long list of new ones to which the use of patent fertilizers has given rise.

One very large packer of Connecticut tobacco makes the prediction that unless the farmers of New England return to the use of stable manure their tobacco will ultimately become so untrustworthy that it will disappear from the market entirely, to be replaced by the Sumatra interloper which has already given Connecticut tobacco growers so much concern.

"The tobacco growers of Connecticut," says this packer, "are very good politicians, but they are gradually forgetting all they ever knew about growing serviceable tobacco. It's no wonder cigar manufacturers employ every substitute for Connecticut that they can find, and that we who pack Connecticut find it a harder job every year to get purchasers for our packings."

***

Louis Kramer, of Kramer & Goldberg, the well-known leaf packers of Lancaster, Pa., sails for a vacation trip to Europe on the Ryndam, on July 8. His traveling companion is Julius Kaufmann, a leaf merchant of this city.

Friday last was pretty generally observed as a holiday in the downtown leaf district. It was at first proposed to have only a half holiday but Mr. Lewis Cantor, of Leonard Friedman & Co., suggested that everybody take an entire day off and his motion was carried.

***

William Morris Jones, Cashier for F. C. Linde, Hamilton & Co., was united in marriage to Miss May Emmerson, at the home of the bride's parents, 212 Rutledge street, Brooklyn, on the evening of July 2. The ceremony was performed by the Rev. Frederick E. Taylor.

***

Every New Yorker returning these days from Amsterdam says that the Convention number of The Tobacco World was the most eagerly sought after American newspaper that ever came to Holland. Its gallery of photographs of well-known American leaf merchants will be religiously preserved by everyone of The Tobacco World's numerous subscribers in Amsterdam and Rotterdam.

***

Since John A. Kinney got back from Amsterdam his trade in Pennsylvania has had ample reason to appreciate the fact that Mr. Kinney knows just the right kind of Sumatra to select for their use. If they had attended the inscriptions individually and in person they could not have selected more suitable tobaccos and most certainly they could not have purchased them as cheaply as they can now purchase them from Mr. Kinney. H. Duys & Co. say they are entirely satisfied with the results of Mr. Kinney's stay at the inscriptions.

John H. Duys, of this enterprising firm, left on July 6, for a personal visit to his trade in Cincinnati and other Western cities.

***

At the Sumatra inscription in Rotterdam on July 2, E. Spingarn & Co. purchased 200 bales of P v d A H and Tandjong Koeba.

***

The business connection between William Steiner, Sons & Co., lithographers and printers at 116 and 118 East Fourteenth street, and their Western representative, E. E. Thatcher, was severed on July 1. Mr. Isidor Steiner will probably visit the territory formerly covered by Mr. Thatcher, he being thoroughly acquainted with all the Western manufacturers, having traveled extensively through the West a short time ago.

***

Morris Prochaska, for many years a well-known cigar manufacturer of this city, on July 1 became manager of the American Cigar Co's. factory at Kingston, New York. "Pro" is one of the very best cigar factory managers the trade has ever known and in his new field of duty will without doubt give entire satisfaction both to the company and its employes.

***

H. Duys & Co. purchased at the Sumatra inscription in Rotterdam on July 2, 183 bales R D M | P B | Deli.

***

That the cigarette is not only not "deadly," as the anti-tobacconists have for so many years claimed, but is on the contrary a preserver of life, seems to be demonstrated by the experience of James Young, 24 years old, of 90 Bedford street. Young was tired of life and concluded that the easiest way to end it was to swallow cigarette smoke. He smoked up ten packages of cigarettes, inhaling all the smoke that each one of the "coffin nails" was capable of yielding and it didn't even make him sick. Then, still puffing away, he tackled whiskey. After a while the whiskey gave him enough Dutch courage to take him to the window and put one leg out over the sill. At that moment he was espied by Policeman James B. Murphy of the Charles Street Station. Murphy shouted to Young to get back. The would-be suicide looked at the policeman for a moment, then at the score of neighbors who were "rubbering" out of as many windows and drew back into his room. Murphy entered the house and climbed the stairs as fast as he knew how. When he reached the young man's room and entered he was forced to retreat to the hall, so thick was the smoke. After a moment's hesitation Murphy went back again and opened the windows. He found Young unconscious. His face was yellow. Forcing Young's jaws apart a thick gust of smoke entered his own lungs. Believing that Young was on fire in his "little insides" the frightened policeman summoned an ambulance from St. Vincent's Hospital, whither the patient was taken.

Young was arraigned before Magistrate Cornell on July 5. He was very weak and shaken. The Magistrate let him go on his promise of good behavior.

***

Sidney Rothschild, of Rothschild & Bro., is back from Havana.

***

Jerome W. May, doing business as J. W. May & Co., wholesale dealer in leaf tobacco at 230 Pearl street, New York, has filed a petition in bankruptcy, with liabilities $12,194, of which $4333 are contingent as indorser on notes, and assets $1340, consisting of stock, $644; fixtures, $162; accounts, $424; notes, $73, and cash, $37. An offer of settlement at 10 cents on the dollar was made, but the creditors refused to accept it.

WITH GOVERNMENT FUNDS.

The Experimental Station to Be Established in Texas.

Nacogdoches, Tex., July 4.—The announcement of the recommendation by Prof. Shelfer, the Government tobacco expert, that a big tobacco experiment farm be located here has caused considerable commotion, although it was anticipated. The experiments already made by Prof. Shelfer show that the country is wonderfully well adapted to the growing of the weed and the cutting of the first crop is now under way. It is understood here that his report has simply been mailed, and that the Department will not act upon it until the experiment is thoroughly completed, but this does not cause any apprehension.

It has long been known that tobacco could be successfully grown here, and years ago farmers raised their own supply. For some reason outside buyers could not be induced to believe that the tobacco was worth what they paid for inferior grades raised in Virginia and Connecticut, and the industry did not prosper. With the official aid of the United States Government, it is expected that the Texas tobacco will become an important factor in the crop movement.

GENERAL NOTES.

Automobiles are now being used in France by smugglers to cross the Belgian frontier, where tobacco is the chief article smuggled. An automobile covered with a cloth for a disguise rushed through so fast that it was impossible to arrest it or to telegraph a description for arrest further on. The customs officials are planning some cable arrangement to stretch across the roads to stop such smugglers.

The house-to-house distribution of cigars, a method of advertising recently started in St. Paul and Minneapolis, has been stopped on orders from Washington. The fact that one cigar only was left at each house is declared to be a violation of the federal statute, which provides for the sale or disposal of cigars in boxes containing not less than a certain number of smokes.

In a suit brought at Louisville by C. E. Robinson & Co. against the Universal Tobacco Company, the plaintiffs sold a lot of Burley tobacco to the defendants as cigarette wrappers, and the hogsheads, when opened, being found much below the standard of the samples, the defendants proved the inferiority of the goods, as compared to samples, and won the case.

About a year ago William Davidson was given a bonus of $800 by citizens of St. Peter, Minn., to start a cigar factory in that city, and a contract was drawn up that he was to employ not less than ten men for a period of ten years. He has been running less than one year, and during the past month has had to put two or three men at work in the shop. Now he has sold out and left town.

H. DUYS & CO.

BRANCH OF

THE AMSTERDAMSCHE TABAKSHANDELMAATSCHAPPY

No. 170 Water Street,

NEW YORK.

Importers of

SUMATRA.

Selections
Always The Finest.

Prices
Always Most Reasonable.

Our Customers
Remain Our Best Friends.

PHILADELPHIA

FINED FOR SUNDAY SELLING.

Over 150 cases brought for violation of the Sunday laws were ready for Magistrate South on his return from Indiana last week, having accumulated during the three Sundays of his absence. All, excepting sixty-six, he disposed of at one sitting, leaving that number for action next week. A very small number of the accused escaped by payment of the costs alone, $2.50, there being only five of these, viz.:

T. J. Highfield, 405 Richmond St.
C. Immindorf, 4th and Snyder Ave.
D. R. Oswald, 5th and Moore Sts.
Oscar Richter, 6th and Buttonwood Sts.
C. Sharlip, 1827 S. 6th St.

The cases in which penalties of $4 and costs were imposed were those of:

P. Atlas, 343 N. 9th St.
Charles Allen, 1140 South St.
H. Cohen, 616 Columbia Ave.
J. Delpano, 816 Vine St.
S. Field, 232 S. 10th St.
J. D. Farmakis, 208 N. 8th St.
J. D. Farmakis, 1211 Market St.
J. D. Farmakis, 9 Market St.
M. Gurevitz, 344 N. 8th St.
J. Jacobson, 1239 South St.
H. Konesky, 900 Locust St.
J. Kauffman, 400 N. 9th St.
J. Levitt, 10th and Locust Sts.
Matilda Maguire, 269 N. 9th St.
Joseph Queeney, 303 Richmond St.
P. Rosenbery, 250 N. 8th St.
A. Runge, 2 Market St.
J. M. Stoener, Broad St. Sta., drug store
J. Smedley, 1433 Filbert St.
J. J. Schenerer, 8th & Spring Garden Sts
Caroline Strauss, 337 Poplar St.
Charles Spiegel, 714 Vine St.
George Sloninisky, 401 S. 7th St.
C. W. Tag, 2732 Germantown Ave.
S. Zavakas, 637 Market St.
William Stillinger, 2305 Germantown Av.
V. Nicholas, 228 S. 10th St.
S. Sultzbach, 118 N. 9th St.
Philip Atlas, 343 N. 9th St.
A. Altman, 14½ Delaware Ave.
Morris Brown, 323 N. 10th St.
J. H. Batzfoin, 12th and Vine Sts.
M. Blumenthal, 214 South St.
W. Check, 5818 Vine St.
F. V. Cook, 5205 Market St.
H. Delventhal, 5th and Snyder Ave.
J. D. Farmakis, 9th and Market Sts.
J. D. Farmakis, 1211 Market St.
J. D. Farmakis, 208 N. 8th St.
H. Finkelstein, 1652 S. Orkney St.
J. L. Farley, 1940 S. 6th St.
George Gallagher, 120 N. Deleware Ave.
J. J. Grady, 204 N. Delaware Ave.
Peter Hornef, 2d and Emily Sts.
J. Hughes, 1913 S. 7th St.
J. A. Kauffman, 400 N. 9th St.
H. Kelley, 260 S. 8th St.
John Kane, 1704 S. 6th St.
M. I. Lipshetz, 10th and Arch Sts:
Willim Katz, 446 N. 6th St.
D. Foebelman, 1913 S. 5th St.
M. Maguire, 269 N. 9th St.
S. A. Markman, 1234 S. 47th St.
W. S. Mason, 2015 S. 5th St.
Ralph Park, 2329 S. 4th St.
D. Rosenthal, 1430 S. 4th St.
R. Rendelmann, 700 Callowhill St.
B. Rottenberg, 11th and Callowhill Sts.
A. Runge, 100 S. Delaware Ave.
A. Runge, 2 Market St.
C. K. Sterner, 418 Market St.
E. J. Suehnel, 161 N. 9th St.
J. Smedley, 1433 Filbert St.
J. M. Stoener, Broad St. Station.
J. F. Schiller, 1925 S. 3d St.
B. Skulman, 5th and Morris Sts.
Frank White, 300 Cantrell St.
S. Zarakas, 637 Market St.
S. Sultzbach, 118 N. 9th St.
Charles Fritsche, 715 Callowhill St.

TO HELP CITY TRADE.

The Trades League has succeededed in arranging for a big influx to this city of business men from all sections of the country. Arrangements for these summer excursions have been made with the various railroads entering the city, and it is believed that the result will be a great increase in business for local manufacturers. Last Thursday there was an excursion, via the Pennsylvania Railroad, from the Pittsburg district, to Atlantic City, Cape May, Ocean City and other seashore points; also one via the Chesapeake & Ohio Railroad to the same points. Merchants from Harrisburg, York and adjacent territory will come on July 9 over the Pennsylvania line. On the same day probable buyers will be brought from Ohio and West Virginia, via the Baltimore & Ohio Railroad. On July 15 the Merchants' and Miners' Transportation Company will bring a special party from Savannah to this city and return, at a rate of $17.80 for the round trip. In fact, the Trades League has succeeded in obtaining very low rates from all points. The Philadelphia & Reading Railway Company will also run excursions from the various sections through which its lines run.

The excursions will continue until well into September, and in all cases tickets will be good for stop-overs in this city.

NO PHILADELPHIA BRANCH.

The fight now in progress in the Cigar Dealers' Association of American between the directors and Thad. H. Howe is interesting Philadelphia cigar dealers only as outsiders, as no branch of the association exists in this city. The Retail Cigar and Tobacco Dealers' Association of Philadelphia is a wholly independent body and has no connection with any other. Some months ago the directors of the Philadelphia association were asked to send representatives to the next meeting of the National Association and to affiliate with that organization, but they thought nothing would be gained by such affiliation and decided to hold aloof. The recent row in Chicago resulting in the deposition of Howe as president, and the election of M. W. Diffley in his place, and, later, in the restoration of Howe through injunction proceedings, has shown the wisdom of the decision by the directors of the Philadelphia association.

SMOKING FORBIDDEN.

Smoking forbidden in a cigar store! What do you think of that? Might as well forbid eating in a restaurant or praying in a church. Still, the prohibition was only temporary, and is now at an end; but while it lasted even the proprietor and his helpers had to step out of doors whenever they wanted a smoke. Such were the conditions at B. Greenwald's store, on Market street, for two or three weeks prior to last Saturday night, but then the sale of fireworks there came to an end, and since then the former and ordinary conditions have been restored.

WHERE COOL BREEZES BLOW.

In weather such as that which began the latter part of last week there are very few places in the city where there is relief from the excessive heat. Some stores and offices are, however, fortunately situated so that any stray breeze that may be blowing finds its way through them. One of these places is the store of A. B. Cunningham & Co., on Market street. If any place is cool that is. Not only is there an active circulation of refreshing air in the store at nearly all times, but the cooling breezes come pouring out to the sidewalk to the great, if only momentarily, relief of the sweltering people who pass.

DANGER IN CIGAR CUTTERS.

Although no official action similar to that taken in Louisville, Ky., concerning the matter referred to in the following, has been taken in Philadelphia, it would be well for cigar dealers here—and everywhere else as well—to voluntarily take the same precautions as are to be made compulsory in Louisville, the Courier-Journal of which city says: "The regular inspection of the retail cigar cutters used in the drug stores and cigar stands will be made hereafter by the officers of the health office. Dr. M. K. Allen, the health officer, says that the habit of many men of putting the cigars in their mouths before using the machine is a dangerous practice, and one liable to result in the spread of tuberculosis and other infectuous and contagious diseases. Cigar dealers will be notified to keep the cutters scrupulously clean and to warn their patrons against inserting cigars that have been dampened with saliva."

ADDED HONORS.

The Camac Building and Loan Association has elected Joseph E. Tuck to the presidency to succeed Dr. Brown, deceased. This is another instance in which the office seeks the man. As all the readers of The Tobacco World know, Mr. Tuck is the President of the Retail Cigar and Tobacco Dealers Association, of this city and in personality and acquaintance ranks among the leaders in the trade. Although he has been here only eight years in retail business, this is the city of his birth and the wholesale trade has known him over fifteen years. The Tobacco World congratulates the Camac association on its choice. Undoubtedly many of Mr. Tuck's friends and acquaintances will avail themselves of the opportunities the association affords to invest their savings, now that he is at the head of the organization. Roosevelt is only one president, but Tuck is two presidents and may even become three or four as there is always a prospect that more honors will be thrust upon him.

INTERNAL REVENUE RECEIPTS.

The receipts for stamps at the Philadelphia Internal Revenue office for the month of June were:

Cigars	at	$3.00	$163,086.06
"	"	.54	2.70
Cigarettes	"	.54	189.00
"	"	1.08	4,897.26
"	"	3.00	69.66
Snuff	"	.06	25,220.10
Tobacco	"	.06	6,934.76
Total			$200,399.54

MOSTLY PERSONAL.

E. A. Calves & Co.'s last receipts of tobacco from Havana, coming on the Steamer Mexico, consisted of 457 bales.

The branch store established in Boston by Vetterlein Brothers, manufacturers of Sabarosa cigars, is doing a very satisfactory business.

The H. H. Sheip Manufacturing Co., Columbia avenue, one of the largest cigar boxmaking firms in the city, is building a three-story brick addition to its plant.

New York retailers in Philadelphia this week included the junior member of the firm of E. Spingarn & Co., and W. W. Kohlberg, of Kohlberg Bros. & Ruthenburg.

A particularly fine supply of Sumatra tobacco, bought at an especially satisfactory price, has arrived from Rotterdam for the Loeb-Swartz Tobacco Co. The consignment consisted of 208 bales.

After a trip which included Baltimore, Norfolk, Richmond, Petersburg, York, Reading and Lancaster, C. E. Bowers, traveler for C. D. Jones, is back in Philadelphia. He reports business in cigar-making as limited only by the number of hands procurable. Cigar makers are in demand everywhere, he says. One manufacturer he visited, W. C. Smith, of Windsor, Pa., had unfilled orders for a million cigars.

Sheip & Vandergrift, cigar box makers, North Lawrence street, have added two printing presses, a 36-inch Sheridan paper cutter and two Whitney double surface planing machines to their large plant. These planers cost over $1000 apiece. The firm's quotation on cigar box lumber is as follows. Cedar, in the rough, $26 to $32 per thousand feet; poplar, cut stuff, $13 to $14 per thousand feet; sawed, $15 to $16; veneered, $20 to $22. These prices are f. o. b. at mill.

The junior member of the firm of Dotts & Keely, leaf dealers, on North Second street, never is in danger of having his birthday forgotten. Cannons boomed, flags waved in the breeze and the bells in thousands of steeples rang on his natal day and have kept it up on the anniversary ever since. Last Saturday was one of those anniversaries.

The former store of J. W. Marshall, on North Thirteenth street, is now empty, all the stock and fixtures having been sold at auction and removed, in consequence of the recently inaugurated insolvency proceedings.

STOP!

Are you progressing or going backward?

Are you taking advantage of the new conditions?

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Manufacturers,

READING, PA.

G. M. Wechter, *Established 1883*

Manufacturer of

Cigar Boxes

GOLD LEAF PRINTING a Specialty

Akron, Pa.

F. W. Dohrmann. [Estab'd 1873] Theo. S. Dohrmann.

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Souderton.

An interesting example of what can be accomplished by push, pluck and a determination to succeed, is illustrated in the success of Harvey S. Souder, who from a small beginning eighteen years ago, has developed the largest and most complete concern of the kind in Montgomery county, and one of the best in the State.

The plant is thoroughly equipped with all modern machinery and facilities known to the trade, including a particularly fine printing department, employment being furnished 78 hands.

The energies of Mr. Souder are devoted to the manufacture of cigar boxes of all sizes, shapes and designs, as well as ribbons, labels, flaps, edgings, seals, tags and advertising signs, a specialty being made of gold embossed top boxes, and of embossed work for private labels of every description.

The factory is now producing boxes, labels, and embossed advertising signs for many of the largest cigar manufacturers in the State of Pennsylvania, and, besides, going through this State, large quantities are shipped to New York, New Jersey, Delaware and Virginia.

The facilities in all departments are strictly first-class in every particular and second to none anywhere, and the product is in constantly increasing demand on account of its high grade and superior excellence.

He is still a young man, but of considerable business enterprise and mental brightness, and manifests in his business transactions a steady head and perfect integrity.

Sellersville.

In making up a list of representative firms engaged in the great industry of the manufacture of cigars, we dare not loose sight of the fact that cigar box manufacturing acts no inconsiderate part of the industry, and it are employed some of the brightest and most popular men. In this connection we would make special mention of L. J. Sellers and Son. All through the business career of the senior member, Mr. L. J. Sellers, his word has been trustworthy this being the secret of of his success, standing, to-day, as one of the most honorable representative business men of the state. The advancement he has made all through life has been quite rapid. From a small beginning the firm has advanced with prominence, and to-day has one of the best and most thoroughly-equipped cigar box manufacturing plants of the State. The superior execution of their work has rendered the firm quite popular and gained for them many friends and patrons, who stand ready to indorse their upright business policy; in all business matters they are prompt and most reliable. In disposition they are courteous and accommodating with whom they have dealings.

One of the industries in which seem to require a particular adaptability and natural gift is that of cigarmaking. A young gentleman particularly gifted in this way is that of Thomas A. Wagner, of Sellersville, Penna.; he seems to have studied every phase of the manufacturing of his many brands of cigars, all of which have become quite popular, and his patrons are numbered among the leading cigar jobbers of the State, and to the enviable reputation he bears in manufacturing circles is added those characteristics of probity and fair dealing innate in an upright man he has at all times proven himself a man of his word and deserving the successful rank to which he has attained in his calling.

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As can be attested by many traveling

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Smoke

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Long and Short Filler.

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Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. **707 Ohio St., Allegheny, Pa.**

HAVE YOU SEEN OR SMOKED

Mexican Special Stogies?

Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes

ORIGINAL WHEELING STOGIE CIGAR WORKS

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HAVE YOU SEEN OR SMOKED

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Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes

ORIGINAL WHEELING STOGIE CIGAR WORKS

A. J. Seamon,

Maker, **Moundsville, W. Va.**

Jobbers, Write for Samples.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

EVER SINCE WE ESTABLISHED this business we have put up Tobacco in the BEST WAY possible.
Selected B's and Good Tops a Specialty.
SONDHEIMER & SMITH,
Packers of and Dealers in LEAF TOBACCO
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
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Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in Leaf Tobacco
Lancaster, Pa.

J. W. BRENNEMAN,
Packer of and Dealer in Leaf Tobacco
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of High Grade Domestic
Cigars
Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA

Capacity 50,000 per Day.
Prompt Shipments Guaranteed.

men, it is indeed always a pleasure to visit the well known cigar manufacturing establishment of H. Sommer at Quakertown, which is the oldest and largest in that section, and stands like a monument to perpetuate the name of the founder of the industry.

Mr. H. Sommer is now in the three score year mark, and is virtually retired from business, having left it in the hands of his two sons, Ferdinand and Edmund, and these gentlemen are continuing along conservative but progressive lines. It is, however, with a sense of pleasure that Mr. H. Sommer makes yearly visits to Europe and usually attends several of the inscriptions at Amsterdam or Rotterdam, when he usually buys a supply of wrapper leaf suitable to their purpose.

We are informed, too, that the business is showing a steady gain each year and that this year is so far promising of maintaining its records.

Cressman, Bucks County, Pa.

Success in business life is a guerdon that is very cautiously bestowed upon a person by the goddess, who in a measure guides, and invariably decorates man's efforts, and this same success is far more apt to come because of the purseus geninis, or adaptability for his calling. This is particularly the case in the handling of leaf tobacco, in which J. W. Reiter & Co. are so extensively engaged with their warehouses located at Cressman and Easton, Pa.

Mr. Reiter, the head of this popular house, at the age of 15 years, learned the trade of cigar making and step by step he has advanced, higher and higher, until he has reached that point in which the firm's name occupies a prominent position in the business world. The progressive features and enterprising measures that have marked this gentleman's business career seems to have met the approval of all with whom he has business. He has always given a conscientious support to all measures, conductive to the permanent welfare of his patrons and when he calls a man his friend he means it with every drop of blood in his body.

East Greenville.

Among the more popular and progressive young men engaged in the cigar box manufacturing is John J. Hillegass, of East Greenville, Pa., who but five years ago and after the death of his father, assumed the control of the business, and to-day he has a finely equipped plant, provided with all the up-to-date improved machinery, with a working capital of 20 hands and a trade extending to Philadelphia, Allentown, Pittsburg and in all the principal cities and towns of the State, having developed a large and desirable trade and stands high in his calling to-day. He is a young gentleman of extreme conservatism and well merits the confidence that has been reposed in him as a gentleman of tried and trusted honor, fully deserving his self-acquired success.

SHORT CROP OF TOBACCO.

And Consequent Higher Prices Predicted by Tobacco Men.

The recent rise in the prices of cotton and their apparent permanence has led to a reduction of the acreage assigned to tobacco in the South and a corresponding increase in the cotton acreage. Tobacco houses in New York for some time have been in receipt of advices from the South which say generally that the profit in cotton growing is so large under present conditions that the tobacco acreage may be considerably reduced.

The Southern advices seem to indicate that farmers there have come to the conclusion that cotton is again to be king and that it is to their interest to cultivate that staple in place of tobacco. The result of such action would be a decrease of the tobacco supply and a corresponding increase in its price.

In addition to this fact, another indication of high prices for tobacco lies in the fact that weather conditions were unfavorable in certain sections of the South during the planting season. Continuous rainy weather, particularly in North Carolina and Virginia, put planting operations behind and the tobacco was set late.

In other sections, notably Tennessee, the weather was alternately warm and cold and the growth of vegetation was retarded.

Southern tobacco journals are nearly united in predicting a short crop of tobacco even under the most favorable circumstances. The average crop prediction is two-thirds of the ordinary crop.

While local tobacco men in New York are not inclined to believe that the acreage of tobacco will be reduced so greatly as is thought in the South, they do believe that the crop will be under the average. They point out that the consumption of tobacco is constantly increasing, and that while the crop of 1902-3 was extraordinary in the face of the reduced acreage, it may not prevent a shortage of tobacco among those who have not made provision against the exigency.

MERELY A CIGARETTE.

It happened without the slightest warning and illustrated how the human conscience may operate through habit.

The locality was the pavement in front of St. Paul's; the hour was noon, when thousands leave their desks and indoor work to hurry along the congested streets to search for luncheon.

The crowds moving swiftly northward were not affected, but those hurrying southward piled up like logs in a freshet.

The cause was a slender your man, whose appearance did not suggest the athlete, as he swung carelessly along with the crowds moving to the south. But when he turned on his heel and abruptly started northward that change converted him into a mass as disastrous as a flying wedge.

The immediate result of turning suddenly in that manner, in a Broadway crowd, will concern about thirty people, more or less, providing the offender is a determined mover—and this young man was just that, for he was actuated by the voice of duty, and humanity hurtling down upon him could not turn him aside from it.

He trampled on the lighted cigarette that had dropped from his lips and went on his way relieved though unpopular.

Psychologists, who capture incidents out of real life and pin them to the wall of science, as naturalists pin butterflies—for future reference—will recognize that the young man had been in the habit of throwing his cigarette ends on the rug in his den, afterward stamping on it as a precaution against fire. That is why he extinguished the lighted cigarette on the pavement. His conscience had impelled him, automatically, to save the city from burning down.—N. Y. Times.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending July 6, 1903.

Kingston, Jamaica—Colonial Tobacco Co., 1 bale tobacco.

Bremen—Pim, Forwood & Kellock, 3 bales tobacco; Fred. Schulz's Son, 4 bales tobacco; American Express Co., 1 case tobacco; Oelrichs & Co., 2 cases cigarettes.

Hamburg—C. B. Richard & Co., 1 case tobacco; A. E. Outerbridge & Co., 2 cases cigars.

Barbadoes—Williams & Wellenkomp, 4 pkgs. tobacco.

Liverpool—American Tobacco Co., 2 cases tobacco and cigarettes, 55 cases cigarette paper.

Havana—Sutter Bros., 10 bbls. stripped fillers; J. E. Ward & Co., 80 bales tobacco.

SUMATRA TOBACCO.

Str. Ryndam, arrived June 30:
(1,338 bales, 213 cases, 188 bags)

E. Rosenwald & Co.	222 bales
United Cigar Mfg. Co.	216 "
Brown Bros. & Co.	186 "
A. Cohn & Co.	149 "
S. Rossin & Sons	117 "
E. Spingarn & Co.	116 "
Pretzfeld & Co.	68 "
Sutter Bros.	59 "
F. & E. Cranz	46 "
L. Friedman & Co.	44 "
A. Blumlein & Co.	26 "
Hinsdale Smith & Co.	22 "
Penna. R. R. Co.	20 "
Rothschild Bros.	18 "
R. F. Downing & Co.	8 "
H. Duys & Co.	6 "
Simon Dressner	6 "
J. H. Goetz & Co.	5 "
G. W. Sheldon & Co.	4 "
M. F. Schneider	130 cases
H. Duys & Co.	75 "
Herz Bros.	8 "
M. D. T. Co.	162 bags
A. Cohn & Co.	10 "
G. Falk & Bro.	10 "
Lichtenstein Bros.	6 "

HAVANA LEAF.

Str. Mexico, arrived June 30:
(1,127 bales, 40 bbls., 59 pkgs., 31 bdls.)

F. Miranda & Co.	310 bales
Rothschild & Bro.	279 "
E. A. Kraussman	105 "
L. Sylvester & Son	90 "
A. Murphy & Co.	80 "
Greenhall Bros.	70 "
Hamburger Bros. & Co.	45 "
F. D. Grave	42 "
B. Diaz & Co.	35 "
W. R. Grace & Co.	25 "
W. Bald & Co.	24 "
Yocum Bros.	10 "
R. M. Blake & Co.	9 "
M. Stachelberg & Co.	3 "
E. Rosenberg & Sons	40 bbls.
American Cigar Co.	53 pkgs.
B. Diaz & Co.	6 "
Rothschild & Bro.	31 bdls.

Str. Esperanza, arrived July 5:
(347 bales)

James E. Ward & Co.	69 bales
Otto Malchow & Co.	65 "
Alex. Murphy & Co.	54 "
Simon Auerbach & Co.	50 "
J. Bernheim & Son	44 "
S. Rossin & Sons	25 "
Louis Sylvester & Son	25 "
Carl Upmann	15 "

HAVANA CIGARS.

Str. Mexico, arrived June 30:
(404 cases)

James E. Ward & Co.	244 cases
Havana Tobacco Co.	123 "
G. S. Nicholas	15 "
C. Lopez & Co.	7 "
Canadian Pacific R. R. Co.	3 "
National Cuba Co.	3 "
Order	3 "
W. O. Smith & Co.	2 "
Acker, Merrall & Condit	2 "
B. Wasserman	2 "
Quartermaster	2 "
Michellis & Co.	2 "
C. H. Wyman & Co.	2 "
P. & J. Frank	1 case
A. Hollander & Co.	1 "
F. E. Fonseca	1 "
L. I. Spence	1 "

Str. Esperanza, arrived July 5:
(12 cases)

James E. Ward & Co.	5 cases
M. E. Caule	4 "
W. R. Grace & Co,	3 "

Trade-Mark Register.

OCHMAN'S 34. 14,097
For cigars. Registered July 1, 1903, at 11 a. m., by H. Ochsman, Philadelphia, Pa.

FIFTY FIVE HOUR. 14,098
For cigars. Registered July 6, 1903, at 11 a. m., by J. W. A. Kortenhaus, Philadelphia, Pa.

CORONA DE UNION. 14,099.
For cigars, cigarettes and cheroots. Registered July 7, 1903, at 9 a. m., by Louis E. Neuman & Co., New York.

UNION METALS. 14,100.
For cigars, cigarettes and cheroots. Registered July 7, 1903, at 9 a. m., by Louis E. Neuman & Co., New York.

VERIBEST. 14,101.
For ribbon cut chewing and smoking tobacco. Registered July 7, 1903, at 9 a. m., by J. Young, Philadelphia.

OLD TOKAY. 14,102.
For chewing and smoking tobacco Registered July 7, 1903, at 9 a. m., by J. Young, Philadelphia.

PLEASURE BUTTS. 14,103.
For chewing and smoking tobacco. Registered July 7, 1903, at 9 a. m., by J. Young, Philadelphia.

BOMOSA. 14,104.
For chewing and smoking tobacco. Registered July 7, 1903, at 9 a. m., by J. Young, Philadelphia.

SHREDDED Leaf. 14,105.
For chewing and smoking tobacco. Registered July 7, 1903, at 9 a. m., by J. Young, Philadelphia.

WABASH TIPS. 14,106.
For chewing and smoking tobacco. Registered July 7, 1903, at 9 a. m., by J. Young, Philadelphia.

SNAPPA. 14,107.
For chewing and smoking tobacco. Registered July 7, 1903, at 9 a. m., by J. Young, Philadelphia.

CYKO. 14,108.
For chewing and smoking tobacco. Registered July 7, 1903, at 9 a. m., by J. Young, Philadelphia.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER. PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF **Lancaster, Pa.**

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

R. E. JACOBY

Wholesale Manufacturer of

High Grade Seed and Havana Cigars

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of **UNION-MADE CIGARS**

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. AKRON, PA.

J. E. SHERTS & CO.

Manufacturers of

High-Grade Seed and Havana CIGARS

Lancaster, Pa.

E. E. Weaver

Manufacturer of Fine Cigars

TERRE HILL, PA.

Orders from the Jobbing Trade Solicited. Shipping Station, East Earl.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic **Cigars**

Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,

East Petersburg, Pa.

We Employ No Salesmen

All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

W-A-R-N-I-N-G

An advertisement with this heading may have attracted your attention. The use of a word gives it its meaning. As used in said ad. it means

BLUFF! BLUFF! BLUFF!

Any One Can BRING a Law Suit. To WIN One is a Different Thing.

Our attorneys positively assure us that no suit against us or any user of the cigar mold made by us can be won. We infringe no patent and the court will so decide as soon as we can force a trial of the issue. Send us any and all so-called "Warnings" you may receive. We want to know what is going on, as we propose to defend our rights and protect our customers.

We make the Best Mold and the Highest Grade of Cigar Manufacturers' Supplies

in the market and will continue to do so, and don't propose to let one concern get an illegal monopoly of the business and in this way force the trade to pay an enormous price for their goods.

The STERNBERG M'F'G CO., 1702-12 W. Locust St., Davenport, Ia., U. S. A.

CREAM BUTTS. 14,109.
For chewing and smoking tobacco. Registered July 7, 1903, at 9 a. m., by J. Young, Philadelphia.

CREX. 14,110.
For chewing and smoking tobacco. Registered July 7, 1903, at 9 a. m., by J. Young, Philadelphia.

GODIVA. 14,111
For chewing and smoking tobacco. Registered July 7, 1903, at 9 a. m., by J. Young, Philadelphia.

FLINCH. 14,112.
For chewing and smoking tobacco. Registered July 7, 1903, at 9 a. m., by J. Young, Philadelphia.

SECRETS. 14,113.
For chewing and smoking tobacco. Registered July 7, 1903, at 9 a. m., by J. Young, Philadelphia.

SWEET SECRETS. 14,114.
For chewing and smoking tobacco. Registered July 7, 1903, at 9 a. m., by J. Young, Philadelphia.

CERETA. 14,115.
For chewing and smoking tobacco. Registered July 7, 1903, at 9 a. m., by J. Young, Philadelphia.

CORRECTION.

"Moneto Club," registered for cigars, cigarettes, cheroots and tobacco June 29, 1903, by E. E. Kahler, Reading, Pa., should have been "Monete Club."

REJECTIONS.

Five Coppers, Union Plantation.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Honeycut, Prime Bourbon, Tampa Boy, The Picar, The Picarario, General Delarey, Sally Wister, La Pyrato, Kyra, Modoc Chief, Joe Chandler, Union Buds Union Key, Union Crest, Union Virgin, Willows Choice, H. L. W., Convincidad, Convinco, 21 Saengerfest der Saengerbunder des Nordwestens, Little Doolies, Physical Health, Broadway Sports, Rexall, Three Ninety Three (393), Piepenreumer, La Estable, Stark's Favorites, La Marat, Waterloo Cyclone, Zamiata, The Pearl of the Harem, El Previo, Cassadores, Wouse Flavor, Red Nose, Marco's Havana Pickings, Hygiea Tobacco Manufacturing Co., Aesculap, La Morey Co., Seal of Buffalo, Little Victorias, Cote Brillianta, Magnetico de Habana, Magnetico de Cuba, Magnetico de Vuelta Abajo, Masaba, Sin Culpa, Mas Alto, Mas Puro, Macha Polska, Russian War, Russian Fight, Russian Flower, Russian Soldier, Russia March, Queen Carola, Felix Mottl, El Zelo, Union Skill, Funny Jim, Mosaic, Capital of North Dakota, Uriana, Holly Crown, White Star Cigar Co., Utella, Anniston, The Prentice, La Flor de Madagascar, Rosa Alejandrina, Rosa Fragaria, Madie, It's a Hu Hu, Cæsar, Icaria Cigar, Everbest, Coal Region.

Factories in California.

Several New Ones Established and Old One Abandoned.

San Francisco, June 30, 1903.

The wholesale and retail tobacco dealers are enjoying a lively trade, while the leaf dealers and manufacturers are having a very slow time at this season of the year. Times with the manufacturers and leaf dealers have been very quiet for a long season. They are looking forward, however, to renewed activity after the 4th. The wholesale business is much livlier than at the first of the year, and people are now beginning to buy in large quantities for the fall season. The retailers are also enjoying a good trade, as the town is full of tourists, and big preparations are being made for the encampment of the Grand Army of the Republic to be held here about the middle of August.

The reports of factories for the month of June are as follows: New factories —Herron Kinsey, Richmond, Cal.; M. E. Lowry, Watsonville, Cal.; John Schott, Oxnard, Cal.; Sexton & Wilson, Chico, Cal.; the Cuban Company, 511 Washington street, San Francisco; H.

PARMENTER WAX-LINED COUPON CIGAR POCKETS

Afford perfect **PROTECTION** against **MOISTURE, HEAT** and **BREAKAGE.**

Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.

RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U. S. A.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of ***Nashville, Pa.***

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

GEO. W. WERT & CO.

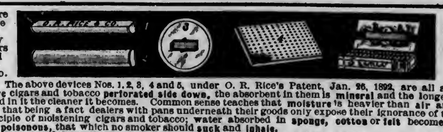
MANUFACTURERS OF

High Grade Union-Made Cigars

No. 14 North George St.

UNION PLANTER 5-cent Cigar is Our Leader. *York, Pa.*

A sure cure for Dry Cigars and Tobacco.



A cure for foul, slimy, Sponge, Cotton and Felt.

The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.

Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock.

No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities.

No. 3 for tobacco pails. No. 4, Pans 14x12x2½ to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 14x7x2½ for each wall case shelf; 8x18x40 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.

O. R. RICE & CO., 103 East 14th Street, NEW YORK.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
PHILADELPHIA OFFICE: 523 BOURSE BLDG. H. S. SPRINGER, Mgr.
CHICAGO, 56 5TH AVE. J. M. WIDDIFIELD, Mgr.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON, Factory Representative for Penna. 1133 Ridge Avenue, Phila.

Notice to the Trade.
ALL OUR GOODS are strictly "Union Made," and stand for home industry and honest wages. They are also **The Best Goods Under the Sun,** because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous
UNION BUTTS GOOD STUFF
Trade-Mark.
If you sell **PLAIN SCRAP GOODS,** we are the leaders, and **It Will pay You to Look Us Up.**
Taylor Bros. Tobacco Co.
READING, PA.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Wanted. Seed Scraps and Siftings
Submit sample by mail and put name and address on parcels
INTERNATIONAL TOBACCO COMPANY
204-206-208 East 27th Street, NEW YORK

USE OUTDOOR DISPLAY
We Furnish Estimates To Advertise Anywhere
PAINT OR POSTER
Sketches and Designs FREE
The BILLPOSTING SIGN CO.
814 Walnut Street, PHILADELPHIA.

Bruns, 1137 Folsom street, San Francisco; New Orleans Company, 1014 Stockton street, San Francisco; San Pedro Company, San Pedro, a Cal.; Pacific Cigar Company, Los Angeles, Cal.; K. De Long, Los Angeles, Cal.; A. Borsum, Los Angeles, Cal.; J. S. Woeffler, Pleasanton, Cal.; A. E. Hellman, Redlands, Cal.; J. S. Roy, Bishop, Cal.; H. Johnson, Santa Monica, Cal.; Richmond Company, Richmond, Cal.; Mun Kee, Los Angeles; M. Sentegman, Los Angeles; J. B. Eisenhart, Los Angeles; Webster & Zimmerman, Riverside; Lee Sing, 27 Ross Alley, San Francisco; E. G. Gie, 507 Pine street, San Francisco. The following factories have gone out of business: A. M. Salomson, San Francisco; S. Silen, San Francisco; P. C. Blick, San Francisco; Wai Kee, San Francisco; Meeon Leong, San Francisco. Removals: A. May to St. Helena, Cal; Eichorn & Stephan, to 528 Washington street, San Francisco; P. Leonhard, to 2616 Bush street, San Francisco; W. Pitschener, to 2119 Encinal avenue, Alameda, Cal.; J. Claussen to 110 Twenty-eighth street, San Francisco.

William Knapp, of William Knapp & Co., importers of labels and bands, is fitting up a private office for himself in the building he now occupies.

E. L. Allenberg, manager of the tobacco department for the Johnson-Locke Mercantile Co., has returned from Los Angeles and is now in Fresno for a few days. On his return he will take a vacation at the springs. He is having a big deal on the White Knight Cigars and is meeting with success.

Ed. Wolf, a jobber on Front street, has been away for a short time on business, but will be in San Francisco after the 4th.

H. Bier, of H. Bier & Co., reports that the Vanderbilt cigar has been coming rapidly to the front lately to a more noticeable degree than heretofore.

H. L. Judell, of H. L. Judell & Co., has just received a consignment of a new Porto Rico cigar, the Las Riveras Del Plata, made by F. Bonilla & Co. Unlike the usual grade of cigars that comes from Porto Rico this is of a very high quality and Mr. Judell believes will find a ready market on the coast.

Mr. Samter, of M. Samter & Co., reports that people are now buying for their fall business, and that trade with him is up to the standard and even better than at this time last year.

A. Goldberg, of Conradi & Goldberg, has arrived in New York from Europe and is expected in San Francisco this week. His purchases of Sumatra will arrive shortly after.

Jonas Schoenfeld & Co., leaf dealers on Washington street, received yesterday two cars of leaf tobacco from the East.

The Iroquois Club, of San Francisco, on account of the fact that there are too many Republican and no Democrats on the Board of Police Commissioners, have drawn up a petition for leave to bring suit in the Superior Court for a judgment to remove Commissioner John A. Drinkhouse, of J. A. Drinkhouse & Co., wholesale tobacco dealers, from the Board. The matter is simply as to whether the charter has been violated in placing three Republicans and one Labor Union representative on the Board, but no Democrat.

T. M. James, a cigar dealer in San Francisco, sustained a fracture of his skull from a fall that he had yesterday while stepping off a street car.

L. C. Hopkins, a cigar dealer of Alameda, has filed a petition in bankruptcy. His assets are given as $15, with liabilities at $539.50.

A. Alloggi, of the branch store of M. Blaskower Co., at San Jose, reports that two large shipments of tobacco consigned to the firm are missing and must be in the Kansas City flood. The shipments amounted to 2000 pounds of tobacco and one of them when last heard from was at a Kansas City depot under ten feet of water. He will be out $800.

E. Hellman has purchased the business formerly conducted by Markus & Trussell, cigar manufacturers in Santa Barbara, Cal. Mr. Markus has accepted a position with Mr. Hellman and will handle the wholesale trade in the future.

The police of Los Angeles, Cal., backed by the W. C. T. U., are endeavoring to enforce the new State law in regard to the sale of tobacco to minors. The law went into effect on the first of March. It is made a misdemeanor to sell or give tobacco to boys under 16 years of age.

Ed. McGonigle, of Ventura, Cal., has built a cigar factory in that place for the manufacture of cigars.

Robert Duffy, of Eureka, Cal., has rented a store in that city for the purpose of establishing a branch cigar and tobacco store.

A tramp broke into a freight car a few days ago at You Bet station, near Grass Valley, Cal., and secured 250 cigars from a case containing a thousand consigned to Grant Skidmore. He endeavored to sell the cigars the next morning in Colfax and then made his escape.

Miller & Quigley, dealers in cigars at Lewiston, have succeeded Miller & Robertson.

The cigar store formerly owned by I. J. Quigley at Spokane, Wash., has been purchased by John Humphrey.

B. E. Duckworth, of Monterey, Cal., will open a cigar store in the building north of the Pacific Ocean House.

Reports state that Kries & Crutcher have purchased a cigar store of M. M. Farmer at Lewiston.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories: *YORK and YOE, PA.*
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

J. K. PFALTZGRAFF & CO.
Manufacturers of
Business Getting
Cigars
YORK, PA.
High Grade Nickel Seed and Havana Leaders:
"KENTUCKY CARDINAL"
"EL PASO" "1303"
"CHIEF BARON"

La Imperial Cigar Factory

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Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

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High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

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Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—*The* Bear Brand—*The* Cub Brand—*The* Essie Brand.

JACOB A. MAYER & BROS.
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Manufacturers of the
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THE BEST FIVE CENT CIGAR.

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Manufacturer of Fine Seed & Havana
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Joe F. Willard is Our Popular Leader.

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Manufacturers of
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SPECIAL BRANDS:
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LA CUBANA CIGAR FACTORY
No 463
ESTABLISHED 1871.
CAPACITY 75,000 PER DAY.
DALLASTOWN, PA.

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE
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LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

I. E. STUMP & CO.
WHOLESALE MANUFACTURERS OF
HIGH GRADE MEDIUM PRICED Cigars
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Remember that the **MELODIOSO** is Our Leader.

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CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

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Packers and Dealers in Leaf Tobacco

105 S. George St., YORK, PA.

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HOSTETTER & ABLE,

Wholesalers and Retailers of Leaf Tobacco

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Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

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Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

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FINE SUMATRAS a specialty. YORK, PA.

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Packers of Leaf Tobacco

James and Prince Streets,

LANCASTER, PA.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

MR. JOBBER:—If you are a Ten Cent Smoker,

Try this Brand of Five-Cent Cigars,

and see what can be accomplished by buying DIRECT FROM FACTORY.

We employ no traveling salesmen, but SELL DIRECT TO JOBBERS ONLY.

Private Brands Made to Order.

A. J. HINSEY,

Manufacturer of

Fine Havana and Domestic CIGARS

For Wholesale and Jobbing Trade Only. Correspondence solicited. Akron, Pa.

E. B. STONER,

Packer of and Dealer in

PENNA. LEAF TOBACCO

Hellam, Pa.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

In a number of towns there is an actual falling off in acreage, and even then there are some fields of which the yield will be small on account of the excessive rains. Some land has a compact subsoil that prevents the water from escaping, actually drowning the plants. So, on the whole, there will probably be a slight decrease. The weather now is bright and sunny and all that can be desired.

Our correspondents write:

East Deerfield: "Tobacco is all set. It is not doing very well, the soil being too wet. On some pieces plants are turning yellow. Early-set pieces are looking very well, but making a slow growth. It is too cold and wet. Cut-worms are working badly on some pieces. We are all desiring warm and dry weather."

Southampton: "The crop of tobacco is nicely set, and as near as I can judge, the usual amount is set and stocked over. The crop is suffering from the wet and cold weather. We think the most desirable thing for the tobacco is warm, sunny weather. On many fields the continued rainy weather leaves it looking rather bad."

Conway: "Too much wet and cold weather for tobacco has occurred the last four weeks. I am afraid we shall not have so good a crop as we desire or expected early in the season. The early set has been growing a little all through the wet spell. The late set has not grown any. What we need and must have to secure a crop is a good hot July and August. Green corn looks very bad, too."

North Hatfield: "The tobacco crop is not so far advanced as usual, if we except some very early-set fields, and where the soil and subsoil is of a light sandy formation. Such fields are looking fine. But the late-set crop isn't anything to boast of. The shade grown isn't apparently any larger than that in the open. So far the weather has been too wet and cold. Meyers & Mendelssohn are shipping some every few days from their warehouse. This, I suppose, was force sweated."

South Deerfield: "The acreage set to tobacco is just about the same as that of last year. The latest set is looking rather poor, as the land is so wet, and the weather isn't the best in the world to insure rapid growth. Cut-worms are not very troublesome so far. We hear of no sales, nor do we expect any, until the crop has passed through the sweat."

North Hadley: "Tobacco on light land has the appearance of suffering from the effects of too much rain, as it has narrow yellow leaves and does not start to grow much. On heavier lands the color is better, but slow in growth. Sun and hot weather may bring it along all right."—American Cultivator.

BALDWINSVILLE, N. Y.

The warm and pleasant weather of the past few days has made a decided improvement in the appearance of the fields that have been set out. Nearly all of the growers have finished transplanting, except on fields that have not been in condition to work owing to the heavy rains. The prospects of a good crop now appear favorable.—Gazette.

MIAMISBURG, O.

Buying of the 1902 crop Zimmer and seedleaf continues right along at a moderate pace, at prices varying all the way from 5¼ to 10c through for Zimmer, 3 to 7c straight for seedleaf.

Farmers have been persistent and untiring in their efforts to get out the new crop during the past few days' respite from rain, and the work of transplanting is still being pushed with vigor. No trouble from cut-worms has been experienced, and although the new crop in the field is yet quite small in growth, all things considered it is looking well. The late advent of hot weather has inaugurated harvesting and haying, and as soon as these crops have been cared for, the cultivation of tobacco will be prosecuted in earnest.—News.

EDGERTON, WIS.

There is some transplanting of the new crop still going on and doubtless quite a good many unplanted fields though the time for having this work completed is at hand. While the great bulk of the crop is out and quite generally looking well, there will be some shortage in the intended acreage. The early set portion of the crop is now making a rapid growth since the advent of real summer weather this week. Scattering showers have fallen throughout the growing sections assisting the late set fields in an early root.

The cured leaf market develops no new features, a light trade continuing. Geo. McGriffin sampled several lots this week for Janesville packers for the

SAVE CIGAR BANDS!

ANOTHER FREE DISTRIBUTION

OF

$142,500

Will be Made in December, 1903, Based on the Month of NOVEMBER, 1903, to Smokers of

"CREMO"
"CUBANOLA"
"GEO. W. CHILDS"
"JACKSON SQUARE"
"PREMIOS"
"EXPORTS"
"LA BELLE CREOLE" (10c)

"FONTELLA"
"RENOWN"
"SALVA FUMA"
"SANTA BANA"
"PEOLA"
"SMOKETTES"
"COLUMBIA" (10c)
"DOWLEDO"

"WEGO"
"NERVE"
"STAR"
"LILLIAN RUSSELL"
"TURCO"
"VELVET"
"CONTINENTAL" (10)
"DETROIT FREE PRESS"

"SIONA"
"SPANIOLA"
"TWO ORPHANS" (2 for 5c)
"BENEFACTOR"
"FLORODORA" (3 for 10c)
"FLORODORA OPERAS" (5 for 10c)
"PIONEER"

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?

(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3.00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000.00 in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000.00 "
To the	5 persons whose estimates are next closest	($1,000 00 each)	5,000 00 "
To the	10 persons whose estimates are next closest	($500 00 each)	5,000.00 "
To the	20 persons whose estimates are next closest	($250 00 each)	5,000 00 "
To the	25 persons whose estimates are next closest	($100.00 each)	2,500.00 "
To the	50 persons whose estimates are next closest	($50 00 each)	2,500 00 "
To the	100 persons whose estimates are next closest	($25.00 each)	2,500.00 "
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000.00 "
To the	3,000 persons whose estimates are next closest	($5 00 each)	15,000.00 "
To the	30,000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2 50 per box)		75,000.00
	35,213		
	35,213 persons		*$142,500.00*

Every 100 bands from above named cigars will entitle you to four estimates.

[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates.]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445,195,483	August	483,551,833	485,441,753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800,523	575,804,470
April	427,952, 58	481,870,212	516,835,163	October	532,205,063	574,551,047	628,881,303
May	456,509.855	553,187,580	523,035,907	**NOV.**	**508,258,250**	**529,308,500**	**562,444,393**
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,470	

Only Cigar Bands are good for Estimates.

Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after December 1st, 1903. as the figures are obtainable from the Internal Revenue Department of the United States for November, 1903

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

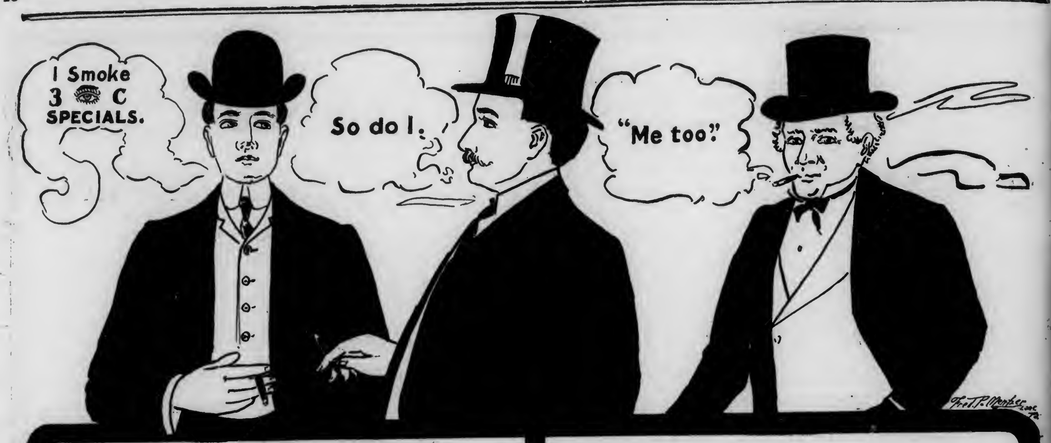
Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands. Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue.

Handsomely illustrated 80-page catalogue (page size 7 in. x 10 in.) showing all the Presents exactly as they are, and with beautiful embossed cover lithographed in ten colors and gold, will be mailed to any address upon receipt of ten cents, or ten tags, or twenty cigar bands.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

—THE TOBACCO WORLD—



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3 for 5
SPECIALS

To Jobbers Only.

Send for Samples and Prices.

Phares W. Fry,

Lancaster, Pa.

BON TON CIGAR CO.

Manufacturers of the

El Dorado de Habana CIGAR

Reading, Pa.

Correspondence with the Wholesale and Jobbing Trade Invited.

Decker & Shenberger,

YORK, PA.

MANUFACTURERS OF

High Grade Medium Priced

Cigars

For Wholesale and Jobbing Trade.

CORRESPONDENCE INVITED.

T. L. ADAIR, *Established 1895*

WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

Ruscher Inspection agency. McIntosh Bros. received a 10 acre crop of '02 from Lewis Bronte Wednesday, purchased at 7 and 2c.

Shipments, 275 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Offerings for the week 244 hhds. on breaks; banner sales of season 1,295 hhds. This shows clearly how the trade is taking the tobaccos at the low prices ruling. Efforts will be made to close bulk of stocks during this month. The Lugs are about all gone and the trade is now taking the short dark Leaf at 5½ to 6c. Very cheap tobaccos they are.

QUOTATIONS

Lugs—Low, 4¼ to 4½c; Com., 4½ to 4¾c; Med., 5 to 5¼c; Good, 5¼ to 6c.

Leaf—Low, 5 to 5¼c; Common, 5¼ to 6½c; Med., 6½ to 7½c; Good, 7½ to 9c.

Old Lugs, 5¼ to 6c; Leaf, 6¼ to 9c.; Stogie Fillers, 5¼ to 6c; Wrappers 7½ to 8½c.

Growing crop good.

MONTHLY REPORT—JUNE.

	1903	1902
Receipts for month,	1,120	1,700
" year,	9,480	10,540
Sales for month,	3,187	3,182
" year,	6,282	6,631
Shipments for month,	2,555	2,270
" year,	5,179	7,116
Stocks on sale,	3,944	3,953
" sold,	890	1,509
Stocks on hand,	4,834	5,462

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in June were	1,782 Hhds.
Sales " " "	3,222 "
Shipments in " "	4,991 "
Total stocks July 1, "	9,924 "

Buyers' stocks, 1,329 hhds; Sellers' stocks 8 595 hhds.

Stocks were reduced in June 3,099 hhds.

Our receipts this week were 157 hhds.; Offerings on the breaks 781 hhds.; public and private sales 541 hhds.

The market showed some irregularity, but was not materially changed. Spinners of decided quality were firm. Lugs rather stronger, the poorer sorts of Leaf easy in price.

Prizers are complaining of full losses on their purchases, and say that Italy can buy 1½c cheaper on the breaks than her country purchases.

The weather is hot—93°—good growing weather for the crop in the field.

The make of strips in the West will probably again be small in 1904.

BOLTED CIGAR BOARDS MANUFACTURED BY L. L. BEDORTHA WINDSOR, CONN.

DETROIT AND BUFFALO STEAMBOAT CO.

QUEENS OF THE LAKES

Steamers Eastern States and Western States

$3 SAVED TO ANY POINT WEST

Ly. BUFFALO daily 5.30 P. M., ar. DETROIT 7.30 A. M., connecting with all trains West and D. & C. for Michigan resorts. Ly. DETROIT daily 4.00 P. M., ar. BUFFALO 7.30 A. M. Fare: $5.50 one way, round trip $9.10. Berths $1.00 and $1.50, rooms $3.50, parlors $5.00, each way. Week End Excursions DETROIT and Return, $3.50. Send 2c. for illustrated pamphlet. Address A. A. SCHANTZ, G. P. T. M., Detroit, Mich.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

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Special Designs Engraving Embossing

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CIGAR LABELS,

PRIVATE DESIGNS a Specialty

CIGAR RIBBONS,

Souderton, Pa.

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Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

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We offer you the *Best Vertical Top Cigar Molds* at lowest price.

Full line of *Cigarmakers' Supplies.*

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Best Workmanship The Lowest Price

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Steam Cigar Box Manufacturer

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CIGAR BOXES of Every Description

Gold Leaf Embossed Work

A. Kauffman & Bro., York, Pa.

INLAND CITY CIGAR BOX CO.

Manufacturers of

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F. C. LINDE, HAMILTON & CO.

Original "Linde" New York Seed Leaf Tobacco Inspection

Established 1864

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LEAF TOBACCO BROKER

Cable Address, "Boales," U. S. A. Van Arnold's No. 5 Tobacco Cipher.

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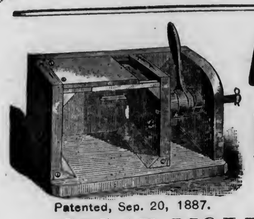
Storage: 149 Water Street, New York.

Country Sampling Promptly Attended To.

Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

DEALERS IN

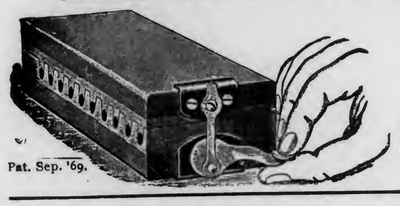
Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes**

AND

CIGAR MOLD ATTACHMENT or Shaper Press

Patented Sept. 1896.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Office, 141--143 Cedar Street,

WAREHOUSES:

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READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

SEND FOR CATALOGUE

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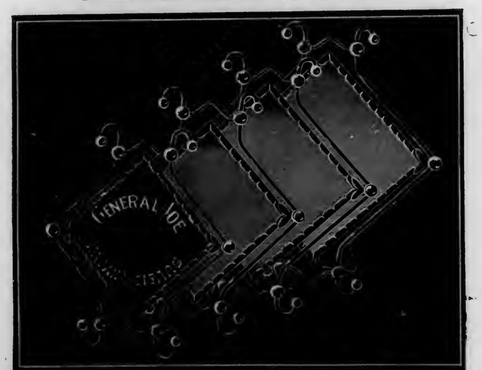
SUCCESSORS TO THE

PITTSBURG MIRROR & MFG. CO.



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Mirror	6 inch.	7 inch.	8 inch.	9 inch.
With Ads. Per 100	$55.00	$85.00	$105.00	$125.00

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We make Novelty Mirrors for Advertisers, Scheme Purposes, Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.

WILLIAMSPORT, PA.

Embossed Cigar Bands

ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

QUOTATIONS:

Low Lugs	$4.00 to $4.50
Common Lugs	4.50 to 5.00
Medium Lugs	5.25 to 5.50
Good Lugs	5.75 to 6.00
Low Leaf	5.25 to 6.25
Common Leaf	6.50 to 7.00
Medium Leaf	7.25 to 8.50
Good Leaf	9.00 to 10.00
Fine Leaf	10.50 to 12.50

Business Changes, Fires, Etc.

Colorado.

Colorado Springs—Colorado Cigar Mfg. Co., dissolved. Isaac Pillar retires.

Trinidad—C. Ferris et al., cigars, etc., chattel mortgage, $1,200.

Illinois.

Champaign—Ross L. Trevett, cigars, sold out.

Chicago—A. W. Hamilton, cigars, chattel mortgage, $2,625.

Indiana.

Eaton—J. S. McDaniels, cigars and tobacco, succeeded by George P. Walters.

Iowa.

Eldora—Eldora Cigar Co., manufacturers, succeeded by S. B. Gardner.

Massachusetts.

Springfield—Thomas A. Kelly, cigar manufacturer, chattel mortgage, $225.

Thorndike—Wm. J. McCormick, cigars, etc., chattel mortgage, $380.

Missouri.

Kansas City—Chapman Cigar Co., incorporated. Capital $5,000.

New Jersey.

Jersey City—Theo. Safatino, cigars, chattel mortgage, $550.

New York.

New York City—Peter D. Pinke, retail cigars, dead.

Ohio.

Cincinnati—Louis Roth, cigars and tobacco, out of business.

Virginia.

Roanoke—W. H. Russell, tobacco, etc., sold out.

Wisconsin.

Washburn—Charles A. Arnold, cigars, etc., chattel mortgage, $350.

PATENTS RELATING to TOBACCO, Etc.

732,252. Cigar-pipe, Wm. Assman, Omaha, Neb.

732,177. Match-safe, Joost De Brun, Chicago, Ill.

732,664. Cigar-box or similar receptacle, Edward C. Thurnau, Chicago, Ill.

Phones: K'yst'ne, 67-70 Main; Bell, 62-39 A

MUNJURA

Union Made

Turkish Cigarettes

Manufactured by

M. KAUFMAN & CO.

Importers & Manufacturers of Russian & Turkish Tobaccos, Wholesale and Retail

504 S. 5th St., Philadelphia

Manhattan Briar Pipe Co

Manufacturers of

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Manufacturer of

Fine and Common **Cigars**

Established 1890.

Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ

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EGYPTIAN CIGARETTES

74 Wooster Street

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Traveler–Cork Tips. **Planet**–Gold Tips

Planet–Plain Tips. **Planet**–Cork Tips

Smoke It Cheroots

Are the only Sumatra Wrapped Cheroots on the market selling at retail

3 for 5 cents

Excellent combination filler, and wrapped in foil. Made only by

M. Kleinberg,

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PATENT LAWYERS,

Le Droit Bldg., WASHINGTON, D. C.

JACOB G. SHIRK,

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Plug and Smoking Tobaccos

PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.

Manufacturer of Lancaster Long Cut Tobacco

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Coupons in Philadelphia.

TREASON!

Treason? No! If it be treason make the most of it; but there is no treason in looking existing conditions squarely in the face and considering in a purely businesslike way any means that may be available for improving those conditions.

The Tobacco World does not purpose to urge, or advocate, or even recommend or advise, the retail cigar dealers of Philadelphia and smaller cities to adopt the coupon and gift system, but it does purpose—in the article now in course of construction—to discuss the question from what it considers the standpoint of good business policy.

Right at the start this assertion is made: Percentage in profit is of very little consequence unless taken into consideration in connection with the extent of sales.

In other words the amount of money made in any one sale in the business now under consideration has almost no effect on the prosperity of a dealer, but the amount of money made on the total sales of a day or a week or a month is of the greatest consequence.

One cigar bought at the rate of $35 a thousand and sold for five cents, gives a profit of 43 per cent. on what the dealer pays, and he receives as profit 30 per cent. of what is paid to him.

Say that a dealer's sales in a week amount to $100 on cigars costing him 3½ cents and selling for 5 cents: His profit is $30, out of which he must pay for rent, help, light, etc. The time occupied in making the sales has been comparatively little and he could have sold ten or twenty times as many cigars in the same period without being overworked.

How could he sell more? Ask the average dealer this question and he will not hesitate to reply—"By putting the slot machines into use again." But use of the slot machines probably will never be permitted again, and if a satisfactory answer is to be found that answer must be some other.

From $25 to $100 a week has been the falling off in receipts in numerous stores since the slot machine raids by the police put an end to their use.

One dealer who was asked by the writer a day or two ago what his loss of trade had been replied that it had been fully $40 a week. He added that he had been perfectly satisfied to rely on the machines merely as trade-makers and that he had never used them to get more for his cigars than he would by selling them in the ordinary way.

In explanation, he said that the makers of the machines constructed them with the intention that one cigar should be won for every eight pennies placed in the slot, but he had increased the chances in favor of the customer so that the average should be one cigar won for every five pennies deposited. More sales and the usual profit on each sale had been sought by him, and he had not sought to make increased profit on any one sale.

"So you were perfectly content to make a cent and a half on each cigar?" the dealer was asked.

His reply was in the affirmative and he was then asked whether he would restore the machines, if allowed, and be content with one cent profit. Again he gave an affirmative answer, and not only this, but he added that he would be glad to have the machines back if the profit were even smaller.

But the machines are not coming back; certainly not in the near future. Nevertheless, if the machines would make business materially better, even with a reduction of profit on individual sales, so would any other thing which would encourage buying to the same extent.

What other thing is there that will have that effect? The stores that give coupons have undoubtedly built up a business far in excess of what they would have secured had they offered no special inducements for patronage. Anybody who frequently passes the places where coupons are redeemed and sees the hundreds and thousands of people who go there to exchange coupons for the great variety of premiums offered must realize that the system is both popular and profitable.

Would it be policy for the retailers of Philadelphia to unite in adoption of a similar system?

The question is a most important one. It was asked of one of the most prominent retail dealers in the city a few days ago and he not only failed to answer in the negative, but he showed an inclination to reply affirmatively.

"I don't want," said he, "to be quoted on the subject, for I have always done what I could to make my customers believe that, even with the coupon, they were getting less than their money's worth at the coupon cigar stores. Still I'm not at all sure but that we shall all have to come to the same way of doing business here in Philadelphia. It has been taken up by the independent dealers in New York and Brooklyn and if it helps business there it ought to help business here."

What is a band from a five cent cigar ordinarily worth in cash? About a third of a cent. That being the fact, if a dealer should give his customers that benefit, and furnish goods of the same quality as now, he would practically be selling five-cent cigars for four and two-thirds cents. On a hundred cigars without the coupon system he would make $1.50. On a hundred cigars with the coupon system he would make $1.16⅔. The 33⅓ cents sacrifice in profit must be made up by additional trade to make his net income the same. He would have to sell 128 cigars for the same money he now receives for one hundred. If he should increase his trade only 28 per cent. the coupon system would do him no good, for his net receipts at the end of the day or the week would be just the same.

Consequently the question for him to meet is this—How much, if any, more than 28 per cent. can I increase my business by adopting the coupon system?

If the business should double and the present sales of $100 a week increase to $200 a week, he would, by selling four thousand cigars at $50 per thousand, make a profit, on $35 goods, of $60. From this $60 he would have to deduct the value of the coupons, $13.33, leaving him $46.66 net. Selling two thousand cigars without coupons would give him only $30 profit and selling three thousand without coupons would give him $45 profit.

Any dealer who formerly used slot machines can estimate pretty accurately what difference would be made in his trade if he offered a new inducement as strong or stronger than that which those machines constituted.

There is much more to be said on this subject, which will be considered in future issues of The Tobacco World.

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TOBACCO SHIP UPON TOBACCO OCEAN.

St. Louis Display to Have Feature Probably Suggested by a Quotation from Coleridge's "Ancient Mariner"—"As Idle as a Painted Ship Upon a Painted Ocean."

Tobacco, an ocean of it, bearing a ship constructed wholly of the cheering weed, perched high on a massive globe, also built of tobacco, on the top of an ornate pagoda formed of tobacco, is intended to be the crowning feature of the universal tobacco exhibit at the Universal Exposition at St. Louis.

This tobacco display will be one of the important exhibits that will make the Palace of Agriculture a bee hive of industry and wonderment. Entirely under the roof of this mighty palace, the largest of the Exposition buildings, covering an area of 19 acres, the special tobacco exhibit will occupy a space

Three Hundred Feet Long

and 52 feet wide. Aisles 20 feet wide on each side of the parallelogram will render the great industrial picture effectual when seen from any point.

Here again the theory of making the Exposition one of methods, and not alone one of finished products, will prevail. Tobacco will be shown in its every form. There will be the seed beds, with young plants just peeping above the soil; full-grown plants growing in miniature fields; a curing barn with its appliances in operation, an exhibit of all the tools, machinery and appliances used in the culture of the weed, warehouses showing the processes of handling and storing the leaf tobacco; factories where plug tobacco is manufactured; other factories

Crowded With Pretty Girls,

selected from the cigarette factories because of their dexterity, turning out before the eyes of visitors thousands of cigarettes; still other factories where granular and plug-cut smoking tobaccos, fine-cuts and snuffs are made. In the same exhibit will be also two distinct cigar factories. One is to be given over to a force of Cubans, who will make strictly Havana cigars from strictly Havana tobacco, while across the aisle will be a domestic cigar factory, with a large force turning out all kinds of domestic cigars, cheroots and stogies. Arrangements are pending whereby the revenue laws will be so complied with that a visitor may observe the cigars made and buy them over the counter while he waits.

This comprehensive tobacco exhibit is in the direct charge of Mr. Thomas K. Bruner, superintendent of special exhibits, with Mr. Frederick W. Taylor, chief of agriculture. The importance of the tobacco interests may be partly appreciated when it is known that growers, handlers, manufacturers and users reach the respectable clientele of many million persons in America.

When one approaches the special exhibit of tobacco,

The Great Central Pagoda,

octagonal in form, with its summit 52 feet in air, reaching almost to the roof of the great Agricultural Palace, will command one's attention and force admiration. The pagoda will be 40 feet across. Built of wood, it is to be entirely covered with tobacco, and as the great exhibit palaces covered with staff appear to be of marble, so this pagoda will appear to be of tobacco. Columns and walls of tobacco will rise 15 feet to the cornice line, leaving four main entrances gracefully arched. This will be surmounted by a cornice made of glass, six feet wide, entirely enclosing the pagoda, on which are to be photographed actual scenes from the world's most famous tobacco fields. Behind this glass cornice will be placed electric lamps, the light of which brings the photographs into plain view.

Above the cornice will be a flat roof and on the roof will stand

Heroic Figures of Indians,

the first users of tobacco. Tobacco plants will also be growing on the top. From the centre of the roof will rise a huge globe, 75 feet in circumference. The globe will be entirely covered with tobacco. The land is to be shown by the darker colored tobacco, while the waters will be represented by the bright types. The great river systems of the world are shown by threads of golden leaf running through the dark brown.

Attached to the top of the globe, and sailing in a golden sea of leaf tobacco will be a graceful ship, with its hull of dark brown tobacco nestling in its yellow bed, and the sails and ropes of other shades. This ship represents the return to England of

Sir Walter Raleigh

with the first cargo of tobacco from the new world.

Surrounding the pagoda are four large exhibit spaces. In one of these all the machinery used in the manufacture of plug tobacco is to be shown. Some of the machinery will be in operation and the finished product is to be made in full view of the visitor from the leaf tobacco taken from warehouses elsewhere in the great exhibit. Diagonally across the pagoda space is to be another machinery exhibit, and here will be manufactured the granular and plug-cut smoking tobaccos, fine cuts and snuffs. Two spaces are given over to the manufacture of cigarettes, both by hand and machinery.

Entering the great parallelogram by the main aisle from the east the visitor will find large exhibit spaces on either side devoted to display of machinery, tools and appliances used in the cultivation of tobacco.

The next section will be one of absorbing interest. Four large plots are given over to the actual cultivation of tobacco. Soil adapted to the various tobaccos have been spread and real fields of

Real Tobacco Will be Seen Growing.

In one section is to be shown the "burley" types, the kind grown in Kentucky, which produces more than 314,000,000 pounds of leaf tobacco annually. This is the dark brown leaf that is so extensively used in the body of plug chewing tobaccos. Another plot will form a field for the growing of the bright types of tobaccos, the kind produced with great success mainly in Virginia and the Carolinas. Here the leaf shades down and produces tobacco ranging in color from yellow to gold and from orange to lemon. Another plot will grow nothing but Sumatra tobacco, used exclusively for wrappers for cigars. The color of Sumatra embraces many shades of brown and so thin do the leaves grow that it often requires as many as 250 of them to weigh a pound. The final plot is to be given over to Havana tobacco, from which the fillers are made for the best cigars on the market. The young plants will be transplanted from Cuba, and will be so handled that they will retain all of their native characteristics.

In a central space created by these four growing fields of tobacco

Will be Erected a Curing Barn.

This barn, like all the other structures within the universal tobacco exhibit will be constructed, or will appear to be constructed, entirely of tobacco. Excavations will be made in the ground beneath the barn and furnaces installed. Fires will burn in them and the heat in all parts of the barn will be perfectly regulated. This is a most important part of the tobacco production. While the burley types, or the Kentucky tobaccos are cured in the open air, the value of the bright types grown in Virginia and the Carolinas depends largely on the success in curing. The color is the thing desired. If the tobacco is perfectly cured it takes on the golden lemon or orange color, so greatly sought after and commands a price on the market sometimes ranging

As High as a Dollar a Pound.

Should the curing not be successfully done the same tobacco would sell for as low as seven cents a pound.

In this curing barn the tobacco leaves fashioned into "hands" will be suspended on sticks and placed in the section where the temperature is regulated for the proper curing. Experts will watch the process and remove it at the proper time and place more in the barn to undergo the curing process.

The next section to be entered will be long and narrow. The main thing here sought is to show how the product is handled in warehouses. A large warehouse will be built; on the floors are to be shown hogsheads of tobacco and great piles of the leaf spread out in tempting array. On these floors the

Sales Will be Made,

the auctioneers and buyers going from one pile to another and inspecting the various grades. So also will be shown truck wagons, and the most approved apparatus for quickly handling the raw material. All around the sides of the warehouse in glass enclosures will be the finished products of the tobacco graded leaf exhibit from every tobacco growing State.

At either end of the warehouse will be constructed two large seed beds, showing how the plants must be started. New ground is best for this—ground that has never been broken. In this rich soil thus prepared the seeds are sown and the young plants carefully tended. They are placed in cold frames and covered with canvas. When all danger from frost is past, and the young plants are thrifty and have attained the size of young cabbages ready for the transplanting, they are taken up and set out in the open field. Transplanting is absolutely essential to obtain the best results in the cultivation of tobacco.

After the warehouses and the seeding beds are observed

The Visitor May Enter the Pagoda.

In the centre will be built a pyramid with an octagonal base. This is to be composed entirely of the various outputs of the tobacco factory, arranged in an artistic manner. Inside the walls of the pagoda, in glass cases will be arranged further exhibits of the finished product. Pyramids showing the relative amount of tobacco produced annually will also be shown in this tobacco pagoda. Mirrors will be so ingeniously placed in the walls as to create the illusion that the pagoda is many times as large as it actually is.

The final section of the great exhibit space is to be

Occupied by the Cigarmakers.

On the right the Havana cigar makers will hold forth. There will be many of them and they will make their wares by hand with that deftness that has made the Havana cigar famous wherever civilization has touched. In order to make the exhibit realistic the Cubans will wear their native costumes. But few of their number will be able to speak the English language. However, the exhibit will be in charge of an American, and attendants who speak English fluently will explain the exhibit to visitors and one may watch the Havana cigar makers manufacture their famous cigars, may see them placed in their original packages and on the payment of the stipulated price may carry away with him the quantity he desires.

No less interesting will be the exhibit of the American cigar makers in a similarly sized space removed from the Cubans only by a spacious aisle. Here will be numerous American cigar makers busily engaged in the manufacture of the domestic brands. Not only are the high grades to be made, but also the cheaper cheroots and the famous stogies from West Virginia and Pennsylvania. As on the Havana side, the wares of the domestic cigar makers will be

Furnished While You Wait.

There are twenty States extensively engaged in tobacco culture, all of which have collaborated in making the universal tobacco exhibit the greatest ever contemplated. Kentucky leads with her 314,000,000 pounds annually. North Carolina comes next with 127,000,000 pounds; then Virginia with 122,000,000 pounds; Ohio with 65,000,000 pounds; Tennessee with 49,000,000 pounds; Wisconsin with 45,000,000 pounds and so on down the list.

W. C. McCarty.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE REALM OF THE RETAILERS

Protecting Mutual Interests.

The possibilities of merchant's associations are almost unlimited. The benefits are so real and unmistakable that it seems remarkable that the business men of every town are not organized to work together for their common advantage. Unfortunately an active interest in association work cannot be aroused in every town. Some merchants are unwilling to tie themselves down to an agreement with their competitors, others are willing enough to go into the association but do not want to do any of the work. This throws the burden on a few who soon become discouraged and the whole thing falls through.

A business men's association always involves a certain amount of work and the members who expect to participate in the benefits should be willing to share the expense and do their part of the work. If they are to co-operate, they should do so in the sowing as well as in the reaping.

Honesty the Best Policy.

The merchant who sells his goods on their merits, accords reasonable treatment to his customers, inspires in them the feeling that they will be treated honestly and secure just what goods they buy, is bound to win out in the long run. Sometimes a man's business is a success from the start. This is, of course, very encouraging and should inspire him to keep up the course mapped out when he entered business but very often times, a merchant becomes dissatisfied with the amount of business which comes his way and begins to devise schemes to get customers, overstepping the bounds of prudence before he realizes his mistakes. Don't misrepresent goods! Don't represent that you are always selling at cost, but treat your customers right. Be just as frank with them as your better nature tells you you should be and the result cannot be unsatisfactory.

Holding the Field.

Too often the business man gets an idea that once having established his business he may rest with the expectation of that business staying up to the high point. There are things which grow greater the more they are pushed—the snow ball for instance. But there is a time when the snow ball melts, and there is a time when the business will go to pieces unless the merchant does something to keep it together. The best ideas of the best business men are devoted to this matter of keeping up business once established. The result shows in many of the successes of commercial history. There are points which each business man must develop for himself, but which must be developed without fail. If the work of the day is full of vexations the merchant must think about the business after hours. It is impossible to do all the work of a great establishment and have much leisure, but it is not wise to stop or to lop off some important things in order to get more time to rest. The most important thing is the business and the keeping of it. The best way to get what is coming and to have all that can be obtained is to think seriously about the maintaining of the business. Business may not respond at once to the energy put into it, but gradually it will show the results of the work and repay the expenditure of cash and energy. It is a time when each man should think about preserving the business at its present volume, for a sudden reverse of trade conditions would swamp the merchant in a gulf of embarrassment unless the season had been provided for by forethought and energy. Keep the activity going so that business may continue to boom.

About Show-Cases.

The modern show-case is one of the important causes of the success of the successful retail merchant. Without the modern show-case he would be where he was fifty years ago. With it he will be a merchant price if he can do enough business.

The modern show-case is the principal factor in selling goods. Advertising brings people to the store; the modern show-case displays the goods so attractively that the clerk simply assists the customer in making selections. The modern show-case is the silent and persistent salesman that works while clerks are busy—it works every minute a customer is in the store.

When the merchant sold his goods from a stall, his "show-case" was merely a basket or similar article, serving both as a container of the goods and as a meagre display case. Then the merchant was his own clerk, his stock was small, expenses light, and although his percentage of profit was large, his small sales precluded the possibility of large profits in total. It became necessary to have something on which to show his wares.

To meet this requirement the wooden counter was invented with a solid wood top, fronts and ends, and open at the back.

This counter especially appealed to the lazy clerk, for in the dark place underneath was a most convenient dumping ground for all undesirable or damaged goods. The loss of goods consigned to this dark hiding place has caused the failure of more merchants than any other one thing.

But this improvement worked wonders in the condition of the merchants, and they began looking around for betterments.

Soon after, a crude show-case was placed before the merchants. It was a small cheap affair about 12 inches high by 24 inches deep, glazed from the inside with ordinary window glass. This glass was held in place by common strips of moulding which, with ordinary usage, frequently gave way and the glass having an uneven support, was easily broken.

It was then that the astute merchant realized his possibilities, for he saw more clearly than ever before what the future held in store for him. The few who were sharp enough to appreciate this, determined that although the fixture in vogue was an enormous benefit, it was only a beginning, and they continued to improve it.

Up to this time the merchant's position in the financial world was indeed a small one. Now, as though by leaps and bounds, he rapidly forged to the front.

Merchants who had been struggling along for years under the old regime found they were making money under the new plan.

The foremost in the rank and file was that great and noted merchant, A. T. Stewart, of New York city. Being a man of great ability he saw that the future for the merchant was unlimited, provided he conducted his business in the right way.

It was he who realized that although the little counter show-case was a good thing and had made him hundreds of thousands of dollars, it could not fill the entire needs of the merchant, and he designed and had built for himself possibly the first combination display case ever seen in the entire world.

Show-cases are now constructed in as many and varied forms as are known to geometry, and to fit any space or angle. They are made to form squares and aisles, to rest on counters, to stand on the floor, to surround posts, in fact, they may be placed wherever the merchant thinks they may serve a good purpose.

No store architect nowadays thinks of planning a store without utilizing every possible place and space for the display of goods in show-cases.

He does this for two reasons: In the first place the liberal use of highly polished glass greatly enhances the interior beauty of the store, and in the second place the use of glass admits of the utilization of all of nature's light that floods into the store, whereas in the old days the central part of the store was greatly darkened, the light being shut off by opaque cases and counters.

The show-case fitted with invisible electric lights which cast their radiance over the stock displayed on plate glass shelves with polished edges, is one of the most attractive sights of the progressive store of- to-day.

Success and Failure.

Every business needs to be conducted upon some clearly defined plan and should not be allowed to run haphazard. Successful merchandising demands that the expenses be less than the profits, and manufacturing requires that the cost of manufacture and distribution be less than the market value of the product, while every business enterprise should be so financed that obligations can be promptly met and its credit maintained.

These necessities suggest method not alone in the matter of records, but in regard to all that pertains to the business, whether it be goods or machinery, labor or capital. A wrong impression often obtains that system in order to be of value must be elaborate, whereas simplicity is the chief virtue of every well-devised system. A business without either plan or system, like a ship without chart or compass, struggles along aimlessly, and although it may escape the hidden rocks and shoals and drift into port it will be in spite of and not by virtue of its equipment and management; yet the number of merchants who are doing business without any fixed purpose or policy, and with absolutely no definite knowledge of progress, but expecting to succeed somehow and sometime, would make an army of no small magnitude.

Business success demands that one have a well-understood object in view, the means by which it is to be attained and the continual certainty that what is being done tends to its accomplishment.

His purchases and sales, his profits and expenses, his collections and payments, his advertising, insurance and what not that make up the sum of a merchant's business, furnish a daily indication of its progress; but to keep in close touch therewith involves hard work, persistent attention and constant care. Energy must perforce accompany care, and the absence of industrious application produces the condition of ability gone to seed than which no spectacle can be more lamentable and at the same time less entitled to commiseration; and why a man will fritter away his golden opportunity by inattention to business, when all he possesses or hopes to acquire may hinge on the issue of his present venture is an unanswerable enigma.

Many weaknesses are embraced in the term "incompetence." Scattering purchases, selling without profit, accumulating old stock, dividend investments, slovenliness in stock-keeping, are well-known faults in which lurk danger and commercial death. But there is one kind of incompetence that should not be overlooked. Questionable habits exert an influence on a business, the pernicious effects of which, although forseen by creditors, are seldom if ever appreciated by the victim himself. Intemperance and gambling cannot trot in the same harness with business. One might shine as a successful drunkard or gambler, or without these vices might make his mark in the commercial world, but he cannot do both at once. One or the other must suffer, and it is invariably the business that goes down.

Ten per cent. of the reported failures appear to be fraudulent; but these are discovered frauds and do not include the large number that are so strongly tainted with dishonesty that they smell to heaven, but are so artfully disguised as to find place in a different category.

Many a failure, honest in law, is sullied by artifices that would not stand the test of strict integrity. "Most men are honest," and "all men have their price," although of opposite sentiment, are favorite aphorisms. The former, if measured solely by civil statutes, is undoubtedly correct; but the latter has abundant force if measured by the comprehensive significance of the decalogue.

Capacity, One Million per Week.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made Five Cent Cigar in the Market

UNION MADE All Sizes

UNION MADE All Sizes

M. Steppacher, Reading, Pa.

MICROBES IN TOBACCO.

German Scientist's Alleged Discovery Important, if True.

Researches of Dr. Suchsland are said to have shown that the flavor of tobacco is produced by the action of microbes during the curing process. This German scientist has found that the flavor of Virginia tobacco is produced by a microbe peculiar to Virginia, and that the sweet savor of Havana cigars is the work of a patriotic Cuban bacillus. Taking bacteria from fermenting Havana leaf, he introduced them into a heap of German tobacco, which thereupon assumed all the properties of genuine Havana. Inversely the German microbe leavened Cuban-grown leaf into the similitude of tobacco grown in the fatherland.

SYSTEMATIC SMUGGLING.

Steamship Company's Clerk Accused of Extensive Operations.

For alleged smuggling frauds, covering a period of 12 or more years, and involving thousands of dollars, Judson G. Brinson, a clerk of the Atlantic Coast Line has been arrested at Savannah, Ga., by Office Deputy United States Marshal Furman B. Pearce. Warrants for his arrest were issued by United States Commissioner Edwin C. Ryais.

The smuggling into the United States of Cuban cigars is the foundation of warrants. While the warrants issued recognize the existence of frauds covering a relatively few months, Brinson is alleged by the agents of the Treasury Department to have been conducting the illicit business for years, and during that time to have sold millions of cigars that had never paid duty to Uncle Sam. During all of this time his customers have been among men in Savannah who appreciate a good cigar, and seem to have appreciated the privilege of buying it without the necessity of paying duty. To men of this class Brinson has sold cigars by the thousands.

During recent months, from January to April, packages from Port Tampa have come to Savannah, Agent Macatee says, consigned to various fictitious persons, twelve in all. Brinson, Mr. Macatee states, receipted for and received all these packages.

"The duties that have been withheld just within these few months," says Mr. Macatee, "amount to several thousand dollars, so far as has been ascertained."

Mr. Macatee will not talk further, but it is known that the government officials expect to connect many other persons with the alleged smuggling scheme. Brinson is arrested on five warrants. He is charged with smuggling and with selling cigars without a United States license. The people who have purchased these goods, many of them prominent, may also have cases against them.

REHEARING REFUSED.

Decision in Favor of Continental Tobacco Co. Sustained.

The supreme court of Missouri has overruled the motion of Attorney General Crow for a rehearing in the Continental Tobacco Company case. In his motion for a rehearing General Crow argued that the decision of the court in favor of the tobacco company was against the decision in the Northern Securities case, in which the federal court held that a holding company could not take over the property of several companies without forming a trust and a conspiracy to control prices. Mr. Crow also contended that the company must be subject to the laws of Missouri, notwithstanding the fact that it was incorporated under the laws of New Jersey. The suit against the tobacco company followed the action of that company in cutting off the commissions to jobbers for handling tobacco.

SMELL LIKE BURNING RAGS.

No Pleasure in Tobacco-Smoking in the Open in the Antarctic.

This is a continuation of the description of life in the Antarctic derived from the personal experiences, as communicated to our correspondent, of bluejackets who left the discovery last March and sailed to New Zealand on the relief ship Morning. The estire ship's company indulged in plenty of sleep. At the conclusion of the evening meal there was not much inducement to remain out of one's bunk. The majority, however, tarried awhile over their "tot" of rum, telling yarns and smoking. There were two mandolins in the forecastle, and there were frequent calls on those who could play an accompaniment to a song. Each man was entitled to a pound of tobacco every month, and the heavy smokers had no difficulty in obtaining additional supplies. For them the Antarctic presented a singular phenomenon. They found themselves practically unable to smoke in the open. In that pure air, it seems, tobacco does not smell at all like tobacco, even to the man who is smoking it. It smells "like burning rage," so that at first the smoker suspects that his clothing is on fire; and the sensations on the palate are described as highly disagreeable. However, the pipe had all its accustomed qualities when indulged in below deck, and even a few draws were appreciated at night in the tent on a sledge journey.—London Daily News.

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

GEORGE W. BREMER, JR. WALTER J. BREMER. OSCAR G. BOEHM.

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Importers, Packers and Dealers in

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PACKING HOUSES: Janesville, Milton, Albany, } Wis.

PACKERS OF LEAF TOBACCO

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Retail Department is strictly up to date.

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Superior Grades of Sumatra, Havana and Domestic Tobacco

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LA FISSEL CIGAR CO.

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Fine Union-made Cigars

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Manufacturer of the

SPORTY BOY 5c Cigar

POPULAR EVERYWHERE

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L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos

153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

MAKING GOOD USE OF THE HAVANA CROP.

Prospects that With Due Care in Assorting a Considerable Proportion Can Be Found Use For.

HAVANA, July 6, 1903.

The Fourth of July not only exercises a good deal of influence upon business in general in the United States, but it must be counted as one of the factors in the Cuban market, which have curtailed transactions the past week. Even if the Fourth of July is not observed as a holiday in Havana, it has delayed arrival of buyers from the North. It is expected, however, that they will flock down here just as soon as through increased receipts from the country the Havana market becomes well stocked with new goods and thus offers a varied assortment of Vuelta Abajo and Partido factory vegas. In the meantime the escojidas in the Vuelta Abajo and Partidos complain that the yield is unsatisfactory and they consider themselves lucky if notwithstanding the high prices ruling here they manage to exchange an old dollar for a new one. Their only object in keeping on is that they do not wish to lose their customers; they prefer to do business this year without profit, rather than to be idle and have their friends go to the country and buy from the farmers. A few dealers who either own farms or have advanced money to farmers are making isolated packings in Remedios, principally in the hope of saving some of their capital invested. While the heavy quality is missing entirely this year, there may be some medium heavy quality goods and also some light fillers which will eventually meet the needs of the clear Havana cigar manufacturers in the North; so, after all, with due care used in the assorting, a considerable proportion of this year's crop may be useful for one or another purpose.

Old goods of Remedios, as well as of Vuelta Abajo, are commanding continued attention and need not go begging, as the stocks are very much reduced; inferior grades of Vuelta Abajo are still in good supply and holders are more disposed to close them out at relatively low figures. Fine Remedios, as well as Vuelta Abajo old crop, are not for sale except at higher prices.

The total sales this week amount to 3600 bales—1550 Vuelta Abajo, 1550 Remedios and 500 bales of Partidos, the United States, as usual, taking the larger portion—2600 bales—while 1000 bales were purchased by the local Havana cigar and cigarette factories.

Arrivals and Departures.

Arrivals of buyers were: Alfredo Ettlinger, of E. Hoffman & Sons, New York; Luis Cantor, of L. Friedman & Co., New York and Havana; Nicolas Gonzalez, of Gonzalez, Mora & Co., Tampa; A. Haya, of Sanches y Haya, Tampa; W. Baeder, of W. Baeder & Co., New York; E. P. Cordero, of E. P. Cordero, New York; and Jose Aixala, of Aixala & Co., who returned from New York.

Departures included Joaquin Lopez, for Tampa; Salvador Rodriguez, for Tampa; Henry Esberg, for New York; J. Low, for New York; Alfred Meyer, for New York.

Havana Cigar Manufacturers.

The Trust factories have no orders to speak of, and have partly shut down, or are otherwise working only spasmodically; but all the independent factories are working more or less regularly—although this is, of course, relatively speaking, as the movement is still far from being as it should be. It is asserted that the individuality of the different Trust brands, as established by the founders, has been lost through the up-to-date methods of centralization and the furnishing of the same class of tobacco to all of the Trust factories alike. It seems folly to keep up so many brands if there is no difference to be noted by smoking a "Cabanas," "Flor de Cuba," "Henry Clay," "Carolina," "Villar y Villar," "Flor de Murias" or "Inclan," etc.

The independent factories, on the other hand, are working upon the old and approved system of furnishing such cigars as each individual owner thinks will suit his customers, and, as tastes, fortunately, vary, they have so far managed not alone to retain their hold upon the public, but to increase that hold; hence orders are increasing for the H. Upmann & Co., Rabell Costa & Co., Flor de Partagas, Romeo y Julieta, Punch, High Life, Calixto Lopez & Co., El Rey del Mundo, Hoyo de Monterey, Carlos Blasco, and others too numerous to mention.

H. Upmann & Co. were buyers this week of 300 bales of the pick of this year's Vuelta Abajo crop.

Don Enrique Faedo is in the Vuelta Abajo securing more Vegas for Behrens & Co for their Sol brand.

Doings of Buyers and Dealers.

E. P. Cordero was an active buyer in securing between 500 and 600 bales of the finest Vuelta Abajo factory Vegas.

Cano y Hno sold 500 bales of Vuelta Abajo and Partido from their escojidas to their Northern friends. They have moved their warehouse and their office to Estrella street, Nos. 35 and 37.

Neuhaus, Neumann & Co. dissolved their firm on July 1st, as per circular issued by them, owing to the expiration of their contract, Mr. William Neuhaus, the senior partner, retiring. Federico Neumann & Co. is the style of the new firm, and the members are Frederico Neumann, William Michaelsen and Herman Prasse. Everybody wishes the new firm the same success that the old one enjoyed.

Antonio Suarez sold 300 bales of Vuelta Abajo this week to Northern friends.

Sobrinas de A. Gonzales were the

ESTABLISHED 1844

H. UPMANN & CO.

HAVANA, CUBA

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

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Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.

MAKERS OF

PURE HABANA SEGARS

"At the SIGN of the BULL DOG"

Maiden Lane and Water St.

New York.

Baron DeKalb, Bull Dog,

Henry Irving, Roycroft Segars.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

E. A. KRAUSSMAN
Importer of HAVANA TOBACCO
170 Water Street, NEW YORK

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Estrella 35, 37, Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270. Habana.
Cable: ZALEZGON.

Bridat, Mont'Ros y Co.
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Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

G. NEUHAUS. F. NEUMANN.
Neuhaus, Neumann & Co.
COMMISSION MERCHANTS
SHIPPERS OF
LEAF TOBACCO and CIGARS
HAVANA, CUBA.
Office: OBRAPIA 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

J. Lichtenstein & Co.
Leaf Tobacco
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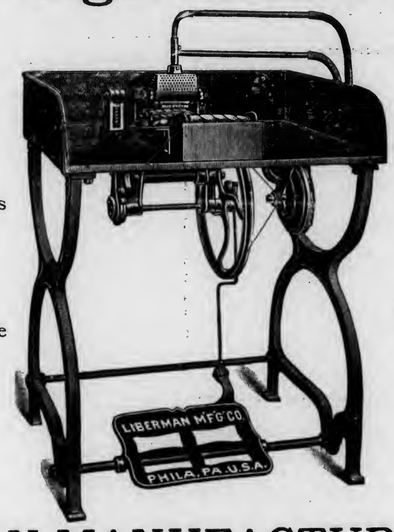
READY FOR THE MARKET

Liberman's Cigar Branding Machine

All Defects of Others Avoided
Many New and Valuable Features
Capacity Practically Unlimited
Construction Simple and Durable
Work Uniform



Brand Neat and Distinct
No Annoyance from Lampblack
Complete Set of Type With Each Machine
Intensity of Heat Regulated by an Ingenious Blast Device, Securing Very Legible Lettering on the Cigar

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223--5--7 South Fifth Street, PHILADELPHIA, PA.

lucky purchasers of the most famous Vega in the Vuelta Abajo, that of Jose Anto Padron, San Luis, which has always been actively competed for by manufacturers as the "cream of the tierra llana district. Naturally, the prices pand for the different classes were top ones. This year's Vuelta Abajo crop is smaller than usual. It will be only between 500 and 600 bales, while last year it was over 700 bales. Besides the above Vegas this house secured about 1500 bales more of the choicest Vegas "de punteria" of San Luis and San Juan y Martinez, thus making it the largest holders of the finest assortment of Vegas from the best "tierra llana" district. It sold 200 bales of Remedios this week.

The Loeb Nunez Havana Company shipped 112 bales Remedios to Northern customers.

Miguel Perez sold 200 bales of Remedios.

Jorge y P. Casteneda disposed of 200 bales of their fine Tumbadero escojidas, and they received the first 200 bales from their celebrated San Juan y Martinez escojida of their own farm.

Aixala & Co. have six escojidas going in Artemisa. Don Jose Aixala is in treaty upon some large deals since his return from New York, which may be culminated next week. Aixala & Co. are receiving large lots weekly from their various packings.

Jose Menendez sold 100 bales of Remedios and Partidos.

Walter Himml has just returned from his prolonged stay in the Vuelta Abajo, and is receiving weekly lots from his large escojida in Consolicion del Sur.

Sanchez & Cueto sold 200 bales Vuelta Abajo Colas to cigarette factories, and are actively at work upon their several escojidas in the Vuelta Abajo, as well as receiving goods bought by their buyers.

Bruno Diaz & Co. sold 100 bales of Vuelta Abajo, and are now holding as fine a stock of Vuelta Abajo and Partido factory Vegas as can be found anywhere.

Heres Saiz & Co. made heavy purchases in the Vuelta Abajo, and finding purchasers already right in the country, they turned over several Vegas with a good profit.

Don Luis Cantor, of L. Friedman & Co., brought along some good sized orders upon his return from New York, and he did not wait long before executing them. He left yesterday upon an inspection trip to the Vuelta Abajo to see how their escojidas are getting along.

Henry Esberg has made good use of his time by securing upwards of 500 bales of the best Vuelta Abajo that could be found; so the cigars to be turned by his firm of Esberg-Gunst Company, of New York, ought to be easy to sell and find favor with the smokers of good judgment.

Receipts of Tobacco from the Country,

	Week Ending July 4. Bales	Since Jan. 1. Bales
Vuelta Abajo	6,790	46,599
Semi Vuelta	170	1,567
Partido	2,243	16,251
S. Clara & Remedios	564	33,241
Santiago de Cuba	64	1,717
Total	9,831	99,375

Lancaster Storm-Damage.

Considerable Loss, But Weather on the Whole Good for Crops.

Lancaster, Pa., July 13, 1903.

The usual mid-summer dullness taken into consideration, transactions in the leaf tobacco market were very satisfactory to the dealers last week. That there is a continued demand for the 1901 and 1902 crop is apparent by the sales that are reported.

The weather the past week was, as a whole, good for the growing crop, although there was a very severe storm on Friday evening which wrought considerable damage in some sections of the county. During the storm the tobacco shed on the property of John T. Charles, in Manor township, was blown down. In Pequea township in the vicinity of Baumgardner's Station, and at Marticville, hail fell in veritable sheets, destroying tobacco and corn crops.

Cigar manufacturers report no change in the situation since last week, and do not anticipate an over-abundance of orders before the arrival of the fall season.

Mr. Pinski, of the firm of Pinski Bros, New Orleans, La., was in town last week and contracted for large quantities of Ninth district goods, principally under their own private brands.

M. Rosenthal & I. A. Rich, composing the firm of M. Rosenthal & Co., are with their families sojourning at Atlantic City.

Leaf men in town last week were G. W. Newman, of Young & Newman, Philadelphia; Menko Rose, representing E. Rosenwald & Bro.; Hugo V. Altschul, representing A. Cohn & Co.; Jesse M. Falk, representing G. Falk & Bro., all of New York; Noah Gillen, of Gillen & Grant, of York, Pa.; H. S. Springer, representing George Schlegel, and H. B. Cochran, representing Petre Schmidt & Bergman, were also in town, furthering the interests of their lithographic concerns.

Mr. and Mrs. Menno M. Fry and Mr. and Mrs. Walter S. Bare are enjoying the pleasures of Atlantic City.

A very long list of premiums for which coupons can be exchanged has been issued by Jacob G. Shirk, of 40 West Orange street. The premiums vary in value from those given for ten coupons to those given for 4500. The coupons are given with Lancaster Long Cut, Lighthouse Scrap, King Duke Cut Plug, King Duke Granulated and Sherk's Best Twist Chewing.

The new warehouse to be built by the American Tobacco Co., at Louisville, Ky., is to cost $90,000.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

DEUTSCH BROS.
Union Made
CIGARS
of Merit
1397-1399 AVE. A. NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

E. M. KELLER,
Manufacturer of High-Grade Havana and Domestic
CIGARS
Private Brands a Specialty. Correspondence solicited.
Leading Brands:
Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.
READING, PA.

Sunday Closing in Reading

Half Holiday for Owners and Clerks During the Heated Term.

Reading, Pa., July 11, 1903.

George W. Bennethum has purchased the interest of his partner, J. Luther Goodhart, in the cigar store, shooting gallery and bowling alley at the Mt. Penn Gravity Tower, and will conduct them alone hereafter. Mr. Goodhart will continue to conduct his model bowling alleys in connection with his cigar store at 645 Penn.

John K. Saussen, cigar dealer, has returned from Philadelphia, where he arranged to handle an entirely different line of brands.

Harry M. Brown, formerly of this city, now representing a large Philadelphia cigar jobbing firm, is here on his annual vacation.

Frank J. Hunt, of Norristown, who formerly conducted a cigar factory here, was in Reading several days this week on business.

Another cigar factory will be added on Franklin street, Boyertown, to the borough's already large number of factories by B. Lipschutz, of Philadelphia. Conrad Lachman, formerly foreman with T. J. Dunn & Co., will act in the same capacity at the new factory.

More tobacco is being raised in Berks County this year than before in many seasons. The plants which were set out some time ago are doing exceedingly well. The increased acreage is due to the splendid results secured by Berks growers last year. If the crop pans out as expected, still more will be put out in 1904. The growing of tobacco pays well, but the crops require considerable attention. Growers state that they have found it worth more than wheat or corn, and would not go back to those crops.

Raeder & Ibach, cigar manufacturers, of Newmanstown, are looking for a suitable site at Stouchsburg, Berks County, to start a branch cigar factory. A place has not been decided upon as yet.

The firm consisting of James Fidler, James Bellman and Charles Bellman, cigar box manufacturers, at Robesonia, Berks County, has been dissolved. The business will be continued by the Messrs. Bellman under the firm name of Bellman Bros. They have added a new engine to their factory.

Morris A. Ruth has returned from a business trip through the western part of the State with orders for 50,000 of his Our Chief, nickel brand. He is very busy at present and has placed several additional hands at work.

A horse attached to Tobacconist J. U. Fehr's delivery wagon ran away last week and created considerable damage. The wagon first collided with a milk wagon and next with a trolley car and was badly damaged.

The cigar and tobacco dealers here have reached an agreement to close their stores from 1 to 6 o'clock Sunday afternoons in order to give the clerks a Sunday half-holiday during the heated term.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

NOTICE OF DISSOLUTION.

NOTICE is hereby given that the firm of A. PAZOS & CO., heretofore composed of Avelino Pazos, Charles Vogt, Jr., and Jose Santalla, and doing business at No. 164 Front Street, Borough of Manhattan, City of New York, has this day been dissolved by mutual consent.

The said Avelino Pazos and Charles Vogt, Jr., will sign in liquidation.

A. PAZOS & CO.

Dated: New York, July 1st., 1903. 7-1-3

A CARD.

New York, June, 1903.

THE firm of A. PAZOS & Co., heretofore consisting of Avelino Pazos, Charles Vogt, Jr and Jose Santalla trading under the said firm name of A. PAZOS & Co., 162 Front Street, City of New York, and under the firm name of JOSE SANTALLA Ca., at Havana, Cuba, has been dissolved by mutual consent, such dissolution to take effect July 1st, 1903.

On and after July 1st, 1903, the undersigned individually, will carry on business at No. 4 Burling Slip, in the City of New York, under the firm name of A. PAZOS & Co. and at No. 3 Esperanza, Havana, Cuba, under the firm name of A. PAZOS Y CA. Thanking you for past favors and soliciting a continuance of your esteemed patronage, I remain,

Very respectfully yours,

7-1-3 AVELINO PAZOS.

CAUTION NOTICE TO THE CIGAR TRADE:

NOTICE IS HEREBY GIVEN that we have originated and adopted as our trademark for cigars and cheroots the distinguishing and original symbol and device consisting of the style and method of wrapping our products in partly-colored grass cloth and grass fibre packages.

Any imitation of such method of packing or distinguishing cigars, cheroots and rolls of tobacco will be promptly prosecuted to the fullest extent of the law.

GULLIO RISAREZ & CO,
407-409 East 70th St.,
New York City.

WISE & LICHTENSTRIN, Counsel,
Lord's Court Building, 40 Exchange Place, New York City. 7-15-1

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

FOR SALE.—Fifty (50) J. R. Williams Red Suction Tables, in good condition; will sell cheap. Address MACHINES, Box 62, care of The Tobacco World, Philadelphia. 2-18

WANTED—Second-hand "Progress" Scrap Bunching Machine. Address MANUFACTURER, Box 39, care of The Tobacco World, Philadelphia 7-15

CIGAR SALESMAN is open for engagement in and about Philadelphia. Address, Box 40, care of The Tobacco World, Philadelphia. 7-15-1

JOBBERS WANTED—To handle our Rhinette 5-cent cigars. Liberal discounts given. BEGE BROS., 4353 Main Street, Manayunk, Philada. 7-8-4t

JOBBERS WANTED to handle our Alex. Wilson Cigars. Union made. Correspondence solicited. LA UNION CIGAR CO., Hanover, Pa. 4-15-tf

Big Stock
of
CIGAR LEAF

Fancy Connecticut Havana Seed Wrappers
Old Natural Sweat.

Fancy Pennsylvania Havana Seed **B's.**

Fancy Pennsylvania Broad Leaf **B's.**

Fancy Zimmer Spanish **B's.**

Fancy Old Gebhardt **B's.**

Sutter Bros.
Incorporated

NEW YORK CHICAGO ST. LOUIS HAVANA

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Fraseati

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

HAVANA TOBACCO COMPANY
TRADE MARK
111 Fifth Avenue, NEW YORK
SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Yncian	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguedad
La Flor de Naves	El Aguila de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murias
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estella	J. S. Murias y Ca.
	H. de Cabanas y Carbajal.	

L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York
LEOPOLD SCHMID FRANK LANGE

Established 1840. Cable "Nargil"
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK
EDMUND H. SMITH
ENOS SMITH

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

Rothschild
ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK

I. J. SCHOENER. I M JACOBY.
I. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
189 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

BUREAU OF THE TOBACCO WORLD 11 BURLING SLIP

J. L. Besuner, who did business as a cigar manufacturer in Cleveland, O., under the style of The Postal Cigar Co., is supposed to have taken ship from New York for parts unknown some time between June 27 and July 1, and it is believed he has with him something like $30,000 raised by forgery. He left his wife and children behind him in Cleveland. On July 1, Nathan Losier was appointed receiver in proceedings in involuntary bankruptcy which had been taken against Besuner.

Besuner is a versatile but unpretentious chap. He went to Cleveland from Cincinnati a few years ago, leaving behind him in Cincinnati the first of the two wives he married and her children. The Cincinnati wife got a divorce. Upon settling in Cleveland Besuner started in business under the style of The Postal Cigar Co. He didn't have a great deal of money and said so. His candor won him credit and he had no trouble to get all the merchandise he wanted and on his own terms as to time. Besuner, it is said, speaks five or six languages, each with equal fluency, yet his manners are loud and his dress slouchy. The tobacco merchants with whom he did business say that he seemed to be a most careful and conservative buyer. They see now that that was part of his game. To have bought carelessly might have aroused suspicion.

One day shortly before Besuner left Cleveland for New York last June, the firm of Holstein & Son, leaf dealers in Cleveland received a letter from Daniel Francis, a large packer of Ohio tobacco in Arcanum, O., in which they were requested to say if a certain note for $4,000 purporting to be signed by them and transferred to Mr. Francis by Besuner would be paid at maturity. Holstein & Son called upon Besuner for information. Besuner said there must be some mistake. He told the Holsteins that he would telegraph Francis and would then see them again within a half hour. That was the last that Cleveland has seen of Besuner, and since then reams of forged paper given by him to his merchandise creditors have turned up. Mr. Francis, who is a rich man, is said to be a creditor of Besuner's to the extent of about $25,000.

On his appearance in the leaf district in this city on June 26 and 27, Besuner acted with his usual circumspection. All the same he gave it to one New Yorker in the region of the Mederlla oblongata good and hard. Besuner owed the New Yorker, it is said, about $7,000 on merchandise. In settlement of the debt he gave the New Yorker paper to the amount of $9,000. The confiding New Yorker not only gave him a receipt in full but his own check for the $2,000 overplus. It was all forged paper—excepting the poor New Yorker's check—and Besuner is out of reach.

***

Max Adler, of Leonard Friedman & Co., who has been attending the Sumatra inscriptions in Holland for his firm, sailed for home on July 11.

***

Mr. and Mrs. E. J. Lemon celebrated their golden wedding at their summer home at South Elberon, N. J., on the evening of July 10. Mr. Lemon was formerly a leaf merchant at 195 Pearl street. He was the senior member of the firm of Lemon, Mandelbaum & Co. His son-in-law is Mr. Leopold Weil, of the well-known firm of L. Weil & Sons, of this city.

***

At the Sumatra inscription in Amsterdam on July 10 prices are reported to have been "enormously high." Nevertheless the American houses bought freely.

E. Rosenwald & Bro. secured 391 bales Senembah My. K; 53 bales Franco Deli C, and 77 bales Deli My H, the last being a mark with which the firm's name is frequently associated.

A Cohn & Co. purchased 400 bales, the marks being Deli My. M; J H M Deli C; Deli Tab My A and S M Sumatra.

M. F. Schneider secured 97 bales, the marks being G E Lankat, Franco Deli C and Paya Jambu Lankat.

Sutter Bros. purchased before the inscription 64 bales W and V S Lankat.

L. Schmid & Co. took the entire parcels respectively of A S C M | C and Deli Plantage My. A.

E. Spingarn & Co. secured 200 bales Medan Tab. My T R Deli and S R Deli.

G. Falk & Bro. purchased 370 bales of various marks.

The American Cigar Co. secured 83 bales L P C Padang Tjermin.

S. Auerbach & Co. secured 125 bales Deli Mchy | K, at the same inscription.

Hinsdale Smith & Co. purchased 40 bales of various marks.

***

Ferdinand Cranz, A. Cohn, Benno Neuberger, Frank Lange, A. Bijur and Emilio Suarez have been appointed by the New York Leaf Tobacco Board of Trade a committee to draft plans for a credit system for the leaf tobacco trade.

The members of the committee address themselves to the work before them animated by the conviction that credit should be extended not so much on the basis of what a man has as upon a knowledge of how he pays, what he buys and when and how he conducts his business.

The leaf trade has had all kinds of experiences in the matter, both of selling its merchandise and of collecting its bills—or of failing to collect them, and now it is going to see what can be done in the way of making the giving of credits safer than it has sometimes been in the aforetime.

***

At the annual meeting of the newly reorganized Ruy Lopez Ca., John Wardlow was elected president, Richard A. Bachia, vice-president and John W. Merriam, treasurer.

The factory of the Ruy Lopez Ca., is to be removed from its present location at 20 Fulton street to Key West. President Wardlow and Treasurer Merriam sail for Key West on the steamer Concho on July 18, for the purpose of selecting the factory site.

***

Romy Fisher, of A. Cohn & Co's staff of travelers, left on July 12 for a visit to his Canadan trade.

***

In addition to the marks mentioned in a previous paragraph of this letter, E. Rosenwald & Bro. purchased at the inscription in Amsterdam on July 10, 108 bales of Namoe Djawi.

***

Don Adolfo Moeller, of Adolfo Moeller & Co., arrived from Havana yesterday on a visit to his firm's New York headquarters.

***

John H. Duys, of H. Duys & Co., returned on Monday from a flying visit to Cincinnati. He is well pleased with the results of his trip.

***

J. H. Kugelmamy, of Hamburg, Germany, and Alfred Meyer, his representative in Havana, are in town.

***

It is just six months since E. A. Kraussman embarked in business on his own account as an importer of Havana tobacco at 170 Water street. Mr. Kraussman said on Monday that business during the first six months of his career had been so successful that if it keep on at the same rate for the next six months there is danger he will have a swelled head.

***

The old manufactured tobacco exporting and jobbing house of Moore & Calvi of this city, has been incorporated under the same style with a capital of $35,000. The incorporaters and directors are M. P. and H. P. Calvi, of Brooklyn, and E. J. Hughes, of New York.

***

Joseph Landfield, of Landfield Bros., who returned recently from a trip as far west as the Pacific coast, was successful in opening many new and valuable accounts for his firm's Fama de Joseph and other well known brands of clear Havana cigars.

***

The Brown Non Refillable Cigar Box Co. is now established in its factory at 245 and 247 Centre street. The $100,000 capital stock of the company is now fully subscribed.

***

A. L. & A. G. Kaufmann will remove about August 1, from 556-570 First avenue to 1228-1232 Second avenue near 65th street, where needed increased facilities can be obtained.

***

Milton S. Guiterman, of Einstein, Townsend & Guiterman, the well-known lawyers, leaves with his wife for a brief trip to Europe on the Bremen, July 16.

***

Stanley Wollman, of the American-West Indies Trading Co., leaves on a Mallory line steamer on July 18, for a visit to his Texas trade.

***

(Additional New York Notes on p. 20.)

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

H. F. KOHLER,

Manufacturer of

HIGH-GRADE SEED and HAVANA CIGARS

Modern Factory **Nashville, Pa.** Superior Facilities

Sold at Right Price to Jobbers Olny.

Happy Jim, Five Cent Cigar

No. 1—VIEW OF THE FACTORY.

No. 4—PARTIAL VIEW OF PACKING ROOM.

No. 2—INTERIOR OF OFFICE

No. 5—PORTION OF CIGARMAKERS' ROOM.

No. 3—VIEW OF SHIPPING ROOM.

No. 6—ANOTHER VIEW OF WORK ROOM.

R. R. Perfector Five Cent Cigar

Washington Hunt Five Cent Cigar

PHILADELPHIA

FINED FOR SUNDAY SELLING.

Last Wednesday Magistrate South heard the Sunday selling cases, which have accumulated in the past two weeks, with the result that E. Applebaum, of 2000 South Seventh street; J. Beer, of 414 North Tenth street; J. Bayuk, of 129 South Tenth street; M. Brown, of 323 North Tenth street; S. Bayuk, of 826½ Chestnut street and W. Chambers, 1125 Passyunk avenue, were fined $2.50 each, and fines of $6.50 were imposed in cases as follows:

C. Hauser, 1443 South Ninth street.
P. Ben Montgomery, Wolf and Mildred streets.
R. Rendelman, 700 Callowhill street.
J. M. McNamee, 1135 Passyunk ave.
Jos. Coward, Broad & Federal sts.
C. R. Knowles, 11th & Ellsworth sts.
Conrad Simler, 397 Callowhill street.
W. Cuningham, Eighth & McKean sts.
Jos. D. Cox, Tenth & Wolf sts.
A. H. Faust, 229 North Ninth street.
J. D. Farmakis, 1121 Market street.
J. D. Farmakis, 9 Market street.
S. Field, 232 South Tenth street.
J. J. Grady, 206 Delaware avenue.
Geo. Gallagher, 120 N. Delaware ave.
P. Haubert, 46 N. Delaware ave.
J. Kelly, 2252 South Darien street.
J. Kauffman, 400 North Ninth street.
Daniel Lafferty, Eighth & Moore sts.
Geo. Lauderback, 1725 S. Fifth st.
Henry Levin, Seventh & Reed sts.
S. Levelon, Eighth and Federal streets
J. McConnell, 1105 Passyunk avenue.
H. Mittleman, 1303 South Sixth street.
M. Maguire, 269 North Ninth street.
E. D. Neusues, Eighth & Wharton sts.
V. Nicholas, 228 South Tenth street.
J. Polt, 247 South Eleventh street.
H. Reich, 1340 South Seventh street.
G. Rivel, Seventh and Wolf streets.
E. C. Rahme, 38 North Broad street.
A. Ronge, 100 Delaware avenue.
A. Ronge, 2 Market street.
B. S. Smith, 1407 Filbert street.
E. J. Suchnel, 161 North Ninth street.
J. McStoerer, Broad St. Station Drug Store.
J. Smedley, 1433 Filbert street.
Geo. Slomnsky, 401 S. Seventh st.
B. Van Leer, 114 South Eighth street.
I. L. Weinstock, 829 Callowhill street.
S. Zarakos, 637 Market street.
Rudolfe Bonini, 205 N. Ninth st.
Kramer, 1328 South Seventh street.
W. Katz, 446 North Sixth street.
L. H. Aetze, 13th & Federal sts.
W. S. Buller, 1424 S. Twelfth st.
J. J. Bender, 1301 Wharton street.
S. Bayuk, 826½ Chestnut street.
J. H. Batrofin, Twelfth and Vine sts.
A. H. Butterworth, 5 Market street.
H. T. Adams, Fifth and Girard ave.
B. Lipschutz, 44 North Twelfth street.
A. H. Lauer, Eighth & Walnut sts.
Chas. P. Mund, 143 Market street.
W. F. Pfautz, Ninth & Walnut sts.
E. C. Steiner, 20 North Twelfth st.
Joseph Way, 1105 Market street.
J. Bayuk, Sixth and Chestnut streets.
J. D. Farmakis, 9 Market street.
W. F. Pfautz, Ninth and Walnut sts.
P. Haubert, 46 North Delaware ave.
M. W. Harrison, 1229 Iseminger st.
B. Rotenberg, 11th & Callowhill sts.
A. Runge, 2 Market street.
A. Runge, 100 South Delaware ave.
A. H. Lauer, Eighth and Walnut st.
A. Mittleman, 923 Callowhill street.
F. A. Mearer, 830 Vine street.
G. A. Meyers, 1125 South Eighth st.
Wm. Kreeger, 12th & Wharton sts.
H. Kauffman, 1401 S. 12th st.
R. Schalz, 606 South Eleventh street.
H. W. Sowers, 6th & Callowhill sts.
P. Viarings, 10th & Christian sts.
William Wiese, 1304 Wharton street.
Joseph Hassemer, 110 Arch street.
Edwin Jackson, 304 N. 12th st.
Louis Ergerter, 919 Callowhill street.
A. Goldstein, 249 South Fifth street.
W. G. Hartubise, 905 Race street.

MINISTERS VISIT MAYOR.

Mayor Weaver had a conference in his office at the City Hall last week with eight members of the Ministerial Union and the Sabbath Association, representing a combined committee appointed at a recent convention of the various ministerial associations, who desire a more strict observance of the Sabbath, in accordance with the old Blue Laws of 1794. The ministers who called on the Mayor were the Rev. L. Y. Graham, chairman; the Rev. A. F. Williamson, the Rev. G. P. Rutledge, the Rev. William Hutton, the Rev. J. S. Hughes, the Rev. T. T. Mutchler, J. P. Sharpe, and H Coxe.

INTERNAL REVENUE RECEIPTS.

Figures compiled by Collector of Internal Revenue McCoach show the fiscal year just closed to have been one of the most presperous on record so far as the First Internal Revenue District, including Eastern Pennsylvania, is concerned. The last fiscal year, ending June 30, was the first in which the war tax was removed since its establishment in 1898. The figures, therefore, show some interesting facts concerning Uncle Sam's revenue here.

The statistics show for one thing that in six years the natural increase of the revenue for this district has been between 83 and 84 per cent. In 1898 the revenue was $3,994,000. Last year it was $7,186,000, or $3,192,000 increased.

The figures for last year are worthy of comparison with the preceding year, when the gross receipts were $8,871,860. At that time the rate of tax was from half to twice as heavy as it is now. Special taxes increased $3000 in volume over last year, despite the fact that the special tax on cigar and tobacco manufacturers has been removed. Some of the large items in the summary are beer, which brought in $2,756,000 this year, as compared with $4,500,000 in the preceding year. Spirits yielded $774,279.28 last year, against $713,279.28 the year before. Cigar revenue was $1,777,000 last year, an increase of $1,744,000 over the preceding year.

BUSINESS ON SHIPBOARD.

On a recent voyage to Cuba George D. Valentine, of A. S. Valentine & Son, had as a fellow passenger, a representative of one of the most widely known lithographic concerns in the United States. Having ample time the two gentlemen conferred at length in regard to the production of packages for two new brands of cigars, with the result that the above-named firm has now placed on the market the Tirador and the Valorita, which, especially the former, are put up in particularly attractive and artistic form. Both these new brands are Spanish-made ten cent goods.

LABOR TROUBLES ENDED.

After a few weeks of such annoyances and disorganization of business machinery as naturally results from labor troubles, B. Lipschutz has everything again running smoothly at his factory, having secured a new force of workmen, fully equal, if not superior, to the force which made demands which he considered unreasonable and refused to grant. He has been able to fill all orders with little delay and his trade has constantly increased, with the result that he is doing more business than ever before—an evidence of the popularity of his goods.

MUST INCREASE OUTPUT.

After an absence of nearly six months, during which he has covered a very large part of the territory between the Atlantic and Pacific—his trip having extended to Los Angeles—President Theo. Werner, of T. J. Dunn & Co., has returned to Philadelphia. Much of his time since his return has been devoted to conferences with Secretary Correll in regard to ways and means of filling the orders which have accumulated and are constantly coming in. Most of the orders are for the Pete Dailey five-cent cigar, but the orders for ten-cent goods—Herbert Spencers, Robert Mantells and Paul Kauvar's—have also been heavy. Mr. Werner found business good everywhere, with no signs of a lessening of general prosperity. He and Mr. Correll are thinking seriously of opening a new factory.

IMMENSE ESTABLISHMENT.

Everybody who has frequent occasion to be in the vicinity of Columbia avenue, at Fifth or Sixth streets, knows that the Henry H. Sheip Mfg. Co. is an immense concern, but only those who are familiar with the premises realize how extensive is the ground which it covers. There are six buildings, respectively 104 by 60 feet, 90 by 46, 50 by 50, 120 by 100, 125 by 70 and 200 by 190—in all 71,630 square feet. The latest addition to the plant consists of the building 120 by 100, formerly Cressman's livery stable, two stories in height and the floor space of which the company is increasing by construction of a basement beneath it at a cost of several thousand dollars. Ever since the concern was established in 1876 the business has been growing, and enlargement has been constant, until the present plant has come into existence. Henry H. Sheip is the president and Harrison Landis is the secretary and treasurer. Between 500 and 600 hands are employed. In addition to cigar boxes, the company manufactures cigar-box lumber—Mexican and Cuban cedar and veneered cedar, sawed and planed. A specialty is Mexican cedar, all air-dried, especially for lids that will keep straight.

FREE SUMMER OUTINGS.

A new scheme for boosting business has been adapted by the proprietor of "Moore's cigar shops," three in number, two of which are on Filbert street, and one on Chestnut street. The scheme went into operation last week and will continue two months—till the close of August.

For each five cents spent at any one of these stores the customer is given a coupon. The customer returning the largest number of coupons when Friday afternoon comes is given a free Atlantic City outing, having paid for him his railroad fare and his hotel bill from Saturday afternoon until Monday morning. The customer returning the second largest number of coupons fares the same. Coupons are good until turned in, but no matter how many there may be in any one accumulation, nothing is given in return for them unless they form one of the largest two collections for that week.

Last week's winners of outings were two men who turned in 353 and 240 coupons respectively. The 356 coupons represented $17.80 and the 240 represented $12. The railroad excursion fare is $1.75, and the hotel bill for a day and three-quarters represents $3.50, a total of $5.25. So the first winner received back nearly two-thirds of the purchase money his coupons represented, while the second received back nearly one-half.

As the weeks pass by, however, the winning totals will undoubtedly be much higher. There is little reason to believe that anybody else will be as fortunate as was the second winner last week; for should there be offered to every purchaser of $12 worth of goods such an outing as is given, the opportunity would be quickly seized by hundreds and thousands of smokers.

No man who relies on the coupons he receives for the cigars he smokes has much reason to expect to be one of the fortunate ones; for already several combinations have been formed to give one man each week the benefit of all the coupons received by the members of each combination. One of these is among the employes of the Bell Telephone Co., and this was the one which accumulated the 356 coupons referred to above. Another combination was among employes in the Broad Street Station of the Pennsylvania Railroad Co., but the total of the latter last week was only 86 and went for nothing.

The profit on $35 cigars sold at 5 cents each, or $70 cigars, sold at 10 cents each, is $5.25 on total sales of $17.50. So, anybody adopting the above scheme must, in order to come out even, sell 700 more 5 cents cigars or 350 more 10 cent cigars than he would if no coupon inducement were offered. Any additional increase of trade is, of course, all profit, outside of the wholesale price of the goods.

STRIKERS ARRESTED.

Strikes of cigarmakers are on at Boltz, Clymer & Co.'s factory at Fifteenth street and Lehigh avenue, this city, and in Perkasie. The trouble started over the discharge of an employe of the firm's Philadelphia factory, who declared he would take out every union man employed unless he was reinstated. Two arrests resulted last week from the strike. Pickets having been established in front of the Philadelphia factory, they were ordered away by the police. One picket, growing weary of being compelled to move on, enlisted the sympathy of a nearby union barber, who gave him permission to sit in his bootblack's chair, which rests on the pavement outside the barber shop.

A police sergeant, backed by several patrolmen, ordered the picket to get out of the chair, telling him that persons who were on strike were not per-

STOP!

Are you progressing or going backward?

Are you taking advantage of the new conditions?

The consumption of cigars has nearly doubled in a few years. Profits are greater than ever before in all lines. Machinery and hustle are making this the banner year. The old fogy and the poor deluded worker must get off the earth.

LOOK!

The production of cigars in the United States has **increased from 4 billions in 1894 to 7 billions in 1902,** which was made by 5,000 less factories. Why this?

LISTEN!

In all modern cigar factories can be found Automatic and Self-Feeding Bunch Machines, Suction Tables, Stripping Machines, etc. They have Improved the Quality, Increased the Capacity and Cheapened the Product—a three fold gain. The mammoth and prosperous concerns are looking for all the modern and practical machinery they can lay hands on. Only the "Has Beens" refuse to adopt modern methods. The Cigarmakers' Union refuses to allow use of Bunch Machines and Suction Tables, and if in the employ of the Trust could render it no greater service.

In order to compete, the Rip Van Winkle manufacturer is compelled to pay small wages and sell his goods at almost no profit, often at a loss. Bigotry is surely and swiftly concentrating the business in the hands of the few. In vain have we tried to warn the Rip Van Winkles as we would have warned them against the Valley of Gehenna. But like one of old we can only look out upon the world and say: "Jerusalem, Jerusalem! How oft would I have gathered thee as a hen gathereth her chickens under her wings and ye would not."

NOW IS THE TIME TO BUY. We manufacture and sell the machinery necessary to equip a First-Class Modern Cigar Factory. For full particulars, address

Winget Machine Company, York, Penna.

A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.

Manufacturers,

READING, PA.

G. M. Wechter, *Established 1883*

Manufacturer of

Cigar Boxes

GOLD LEAF PRINTING a Specialty

Akron, Pa.

F. W. Dohrmann. [Estab'd 1873] Theo. S. Dohrmann.

F. W. Dohrmann & Son,

Packers of **Cigar Tobacco** — Packing Houses: Covington, O. Gettysburg, O. — Zimmer Spanish, Ohio Seed Leaf, Little Dutch.

Redryers of **Burley Tobacco** — Redrying House: Cincinnati, O. — Bright Grades and Cigarette Wrappers a Specialty.

Samples forwarded on application.

Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

will return in September. During his absence the selling interests of the house will be well taken care of by the other travelers. Gus Beckerin the South, William H. Hanlon in New York State, and Jules W. Eckerson in the West.

Edward De Mestre, a salesman for C. D. Jones until about a month ago, died Monday in one of the city hospitals of an abscess of the liver. He was twenty-eight years of age and a native of Cuba. The funeral expenses were paid by subscription.

James J. Tracy, manager of the business of Gumpert Brothers, during the absence of Richard F. Gumpert in Europe, has only gratifying reports to make when he writes to his chief. Either because of good management by Mr. Gumpert before he went away or because of good management by Mr. Tracy since then or for both reasons business has been remarkably good.

PHILADELPHIA LEAF MARKET

Although some considerable sales have been made lately, particularly of the new Sumatra, the leaf market is not nearly as active as it should be in view of the general activity and prosperity among manufacturers. Probably some of the large consumers have had larger reserve stocks than was generally supposed. This seems to be about the only plausible explanation of existing conditions.

EXPORTS.

Antwerp—44 cases tobacco; 38 hhds. tobacco; 45 tons tobacco.

Rotterdam—65 cases leaf tobacco; 15 bbls. leaf tobacco.

London—13 tcs. tobacco.

LEONARD A. COHN RETURNS.

Leonard A. Cohn, of A. Cohn & Co., is returning from Europe on the Lucania, which is due at New York on July 18.

Death of an Old Warehouseman.

J. C. Wooldridge, one of the veteran tobacco warehousemen of Hopkinsville, Ky., and who was very active in the trade up to 1893, died on the 8th inst., after several years of poor health. His son, R. M. Wooldridge, still continues the commission business.

YOU NEED A REST.

If you are not feeling well, don't call a doctor but take a lake trip! You return home feeling new life and your brain blown free from cobwebs. Send 2c. for folder and map. Address,

A. A. Schantz, G. P. T. Mgr.,
Detroit, Mich.

THE BRAND FOR YOUTH.

The manly youth sauntered into the cigar store and demanded a "Henry George" cigar.

"Why," said the clerk in surprise, "the 'Henry George' cigar is for men."

"Then give me a 'Childs'," replied the youthful one humbly.

SPECIAL NOTICE.

WANTED—to exchange several hundred (nearly new) cigarro molds, No. 35,025 for good second hand mold No. 4 686. Address Box 38, care Tobacco World, Philadelphia. 7-15-3

INFORMERS ACCUSED OF CRIME.

A witness against several cigar dealers brought before Magistrate South last Wednesday was Robert Long, whose testimony was accepted, although counsel for the defense asked him such questions as this: "Weren't you arrested in Johnny Evans' at 927 Vine street, with your pockets full of policy stuff when Evans' place was raided?" The Magistrate ruled that he was not obliged to answer. Another one of the informers employed by the Sabbath Association is in trouble. He is Charles Parnell, colored, who is held in $400 bail to answer to a charge of perjury in testifying before Magistrate South that E. J. Suehnel, a cigar dealer at Ninth and Race streets, had sold him tobacco. Parnell, Suehnel declared, perjured himself, as he (Parnell) was not in the store from the time it opened until the doors were locked. Magistrate Ladner decided that a prima facia case had been made out.

MOSTLY PERSONAL.

E. G. Dunlap, of Arguellez, Lopez & Co., is on a two weeks' trip in the South.

Victor Lopez, of Troujill & Co., of Key West, visited his Philadelphia customers last week.

Arnold V. Pent, of Pent Brothers, returned Monday from Beach Haven, N. J., where he had been visiting with his family at the cottage of Mrs. Pent's father, Hiram Porter.

S. Weinberg escapes the heat of the city every evening by joining his family in his cottage at Atlantic City.

Felix Eckerson and wife, and the Messrs. Bremer, of Bremer Brothers & Bcehm, are guests at the Beechwood Inn., Jenkentown.

Adolf Loeb is expected home from Europe, August 18. At the last Sumatra inscription he bought about 100 bales for his firm, that of K. Strauss & Co.

E. A. Calves, of E. A. Calves & Co., welcomed home early this week his partner, Frank Dominquez, who has been making a long stay in Cuba and bought largely of Havana tobacco while there.

Barber Brothers, P. & L., are the proprietors of the new store at Broad and Spring Garden streets, where Heymann & Co.'s Alan Dale, Eisenlohr's Cinco and Henrietta, Oblinger Brothers' Vesper, Pent Brothers Tahoma and Vetterlein's Saboroso are sold.

At the last Sumatra tobacco inscription in Holland, the Loeb-Swartz Tobacco Co., bought several hundred bales of various marks at reasonable prices. Satisfactory buying means satisfactory selling, and the former having been effected the latter is assured.

Two new factories have just been opened by the Theobald & Oppenheimer Co., both in charge of General Manager John M. Culp. They are in Telford and Milford Square, Montgomery County and at present employ about 125 hands. The firm is having gratifying success with its Little Brindle brand, ten in a box for fifteen cents.

Sieghart Strauss, one of the travelers for F. Eckerson & Co., is about to start for Europe to join Mrs. Strauss, who has been there the past two months. He mitted to go within a full city block of the affected establishment. The picket obeyed, but the following day his place was taken by John Barroetz, who refused to go when ordered and was arrested. Joseph Nagle then did the same and was also arrested. Saturday they were arraigned on a charge of "inciting" riot and each was held in $500 bail to keep the peace, but each was released on his own recognizance.

VISITS AMONG MANUFACTURERS

By J. S. Huber.

Norristown.

The high degree of perfection attained in late years in the manufacture of cigars is perhaps the outcome of the commercial strife which is constantly going on. It is not surprising to find many gentlemen who have made arduous strides in this direction now foremost. In this connection we would mention W. K. Gresh & Sons, having built up an industry in the manufacture of cigars of gigantic proportions. The factory at Norristown covers an area of ground 80 by 240, with a floor space of over 80,000 square feet, together with a factory outside; in all giving employment to twelve hundred people. The facilities offered for supplying this firm's large trade is not surpassed by many other factories of the United States, while the cigars made are all of the higher grades. Mr. H. C. Gresh, the general manager, is endowed with long and far-seeing business views, and his opinion on business matters carry weighty importance. Besides, he is recognized as a gentleman whose foresight is backed by good judgment. His pleasant personality and genial manners make him a social favorite, and Norristown can boast of no more valued citizen. Mr. H. C. Gresh is a decendant from a family of cigarmakers.

Harrisburg.

Pennsylvania's wonderful growth during the past quarter of a century and its importance in the cigar industry, is due, in a measure, to the enterprise and intelligent efforts of the men who conduct the representative houses. In this connection it is a pleasure to record the character of E. Ray Shelly, successor to C. W. Shelly & Son, of Harrisburg. To obtain this end, energy, enterprise and never-tiring persistence have been brought into play. Two factories are required to meet the demand of this young gentleman's make of cigars. Mr. Shelly is displaying remarkably good judgment in the management of his business, and has become distinguished as one of the successful young men known to the cigar manufacturing industry. In person Mr. Shelly is a young man of prepossessing and intelligent appearance, and his well-bred manners and versatility have been of mutual benefit in establishing his business, and made him the social favorite he is. A great keynote of success of business is confidence. This leads us to consider the firm name of C. E. Bair & Son, Harrisburg's cigar manufacturers, whose office and sales room is located at 21 North Third; their factory being up the State. This firm contribute to the trade a high grade of goods. The senior member of the firm devotes his time to the manufacturing department, and seems to be an authority upon the different grades of tobacco, besides being thoroughly practical in all departments. The son, Harry, who is not unlike his father, in mental brightness, takes the business part, in placing their goods upon the market, as salesman. This firm has made a name for themselves for strict adherence to integrity, and bears the honor of being a credit to the cigar industry of Pennsylvania.

Lock Haven.

Among the more reputable firms whose operations have greatly contributed to the activity and development of the cigar

J. W. DUTTENHOFER

Dealer & Jobber in **LEAF TOBACCO**

45 North Market St.

Havana and Sumatra a Specialty. *LANCASTER, PA.*

A. S. & A. B. GROFF,

Packers of **Penna. Seed Leaf Tobacco**

East Petersburg, Pa.

Smoke

FAUGH-A-BALLAGH

5c CIGAR

WRITE

GRANEY

Commercial Cigar Co.

476 North High Street,

COLUMBUS, OHIO.

Denver Union Cigar Factory

MANUFACTURERS OF

STRICTLY UNION-MADE

CIGARS

Correspondence with the Wholesale and Jobbing Trade Invited.

Denver, Pa.

Barnesville Cigar Co.

W. H. BARLOW, Proprietor,

Barnesville, Ohio,

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited — Write for Samples.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. **707 Ohio St., Allegheny, Pa.**

HAVE YOU SEEN OR SMOKED

Mexican Special Stogies?

Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes

ORIGINAL WHEELING STOGIE CIGAR WORKS

A. J. Seamon,

Maker, **Moundsville, W. Va.**

Jobbers, Write for Samples.

THOUSANDS ARE COMING TO INVEST

TEXAS TOBACCO TRACTS FOR SALE CHEAP

U. S. Government official tests prove that the finest grade of **CUBAN LEAF** Can be grown in East Texas on line of the SOUTHERN PACIFIC R. R.

Why don't you write for information to T. J. ANDERSON, G. P. A., Houston, Texas.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

EVER SINCE WE ESTABLISHED this business we have put up Tobacco in the BEST WAY possible.
Selected B's and Good Tops a Specialty.
SONDHEIMER & SMITH,
Packers of and Dealers in LEAF TOBACCO
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in Leaf Tobacco
Lancaster, Pa.

J. W. BRENNEMAN,
Packer of and Dealer in Leaf Tobacco
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803. Lancaster

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of High Grade Domestic
Cigars

Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 50,000 per Day.
Prompt Shipments Guaranteed.

manufacturing industry we make mention of Allen Sterner, of Lock Haven, whose goods have a large sale, his factory being thoroughly equipped, while his salesroom and finely appointed office are up to date in every particular. He, too, comes from a family of cigar makers, thorough in every particular. He possesses a true sense of the art of cigar making and supplies a most fastidious trade, and the writer would add that this gentleman has a wide business acquaintance and stands in the front rank among his associates in the business world, being noted for his ability.

The remarkable competition which has been created between rival cigar manufacturers has resulted in a marked change in the methods employed, so that a demand has been created for a greater degree of perfection in furnishing to the trade a finer cigar. In this connection we take pleasure in bringing to mind the name of G. W. Saiers, one of Lock Haven's popular cigar manufacturers. Mr. Saiers is a young man of enterprise, and is generally recognized as being thoroughly reliable and by honorable business methods he has gained for himself many friends who stand ready to indorse his upright business policy. He has also proven himself worthy of the confidence bestowed upon him.

Jersey Shore.

What's in a name? The public has learned that there is much in a good one. The very name of McCullow signifies to Jersey Shore what any valuable trade mark is to a mercantile house. It is proof of ability, liberality, energy and enterprise, in the guidance of any public trust or great financial channel and social circles. The name of McCullow reads like an open book; its pages of merited success, gained through principles of sound business interests. The successful career of Capt. McCullow is an illustration of what can be accomplished through ability, enterprise and push. He is the trunk of the great McCullow tree.

The tonic of the mighty McCullow system and network of great financial enterprises, one of the famous lines of the great play, "The Old Homestead," is "young blood tells." This expression applies not alone to a man's social advancements, but in business life, as well. Particularly when the older men are rapidly dropping out and the younger generation is stepping into their shoes. This is noticeably the case of Mr. E. B. McCullow. Here youth is personified in a number of callings; a leading figure in the cigar manufacturing firm of Junod, Potter & Co., as well as president of the several electric street car lines in Jersey Shore. He is a bright, energetic young man, and bids fair to be a "chip of the old block." He is the youngest member of the firm, and possesses those business qualifications that make him conspicuous in commercial circles.

Mr. John H. Junod, the manager, is a recognized authority upon growing and selecting of tobacco. He is a high-minded, honorable gentleman of great activity, method and system, and is extremely well adapted to the business he has chosen. His combination of talent possessed jointly by the members of this firm, enables them to stand in the front rank among the most reputable cigar manufacturers of the State.

CIGARETTE PROHIBITION.

Legislation Against Adult, as Well as Juvenile Smokers Sought.

The Hon. Charles Fitzpatrick, the Canadian Minister of Justice ,has introduced his bill to amend the criminal code, with a provision to prohibit the sale of cigarettes to children under 18 years of age. The women reformers of Canada are not satisfied with this way of disposing of their crusade, and will be satisfied with nothing less than absolute prohibition of all sales, manufacture, or importation of cigarettes throughout Canada.

There has been considerable criticism of the Wisconsin Senate in some quarters for its failure to pass the so-called anti-cigarette bill. It develops that the bill was not aimed especially against the smoking of cigarettes by minors, but applied to people who had attained their majority as well. The bill presumed to prevent the manufacture and sale of cigarette stuff. "It would seem on consideration," says the River Falls Journal, "that such a law would be pretty arbitrary, and if it is right on principle should not stop with the use of that kind of tobacco, but include all forms. That is, the Legislature should determine what men should use or not use. This would practically be a sumptuary law."

Under the Missouri cigarette law, which went into effect last month, the penalties for selling cigarettes to youths under 16 years of age are terms in the penitentiary.

Additional New York Notes.

The most elaborate picnic and fraternal ever given to cigarmakers, and the first to be held in New York in twenty years, was that tendered to the "Wm. Penn" Society by the Theobald & Oppenheimer Company at Braden Park, 169th street and the Southern Boulevard, on July 11. In appreciation of the friendship and good-will existing between the cigarmakers and the company, the management was presented with a beautiful loving cup, together with a handsome design in the shape of a ship composed of tobacco and flowers. George Krodt, superintendent of the company's New York City factory, accepted the gift on behalf of the company, and delivered an eloquent address.

***

Ben Hamburger, of Hamburger Bros. & Co., left on July 14 for a visit to his trade in the West.

***

M. E. Flaherty, who has been in Europe since last May, sails from Southampton for home on the Minneapolis, on July 18.

General Notes.

Last week the pay-roll of the Tampa cigar factories amounted to $85,000.

James Buchanan Duke is president of two tobacco companies and receives a salary of $50,000 from each of them. A shareholder once grumblingly asked Mr. Duke what he did in return for such handsome pay. "I am not paid for what I do!" was the reply. "The companies pay me for the mistakes I avoid making."

Sanchez & Haya have transferred their New York office to Tampa.

The year's consumption of tobacco in the United States alone includes 7,000,000,000 cigars, 10,000,000,000 of cigarettes and 280,000,000 pounds of manufactured tobacco. The one item of smoking and chewing tobacco, exclusive of cigars, cigarettes and snuff, registers an annual over-all value of more than $500, 000,000. In addition England smokes 6,000,000,000, Japan 30,000,000,000 and China 1,500,000,000 of cigarettes every twelvemonth. The outside cigarette puffing burns up 45,000,000 pounds of tobacco and puts about $4,000,000 into the bank account of the American grower.—Everybody's Magazine.

Lightning destroyed the tobacco barn of T. J. McDowell, of Mt. Olivet, Ky., July 6.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending July 13, 1903.

Bremen—Hensel, Bruckman & Lorbacher, 1 case cigarettes; F. B. Van degrift & Co., 1 case snuff tobacco.

San Juan—G. W. Sheldon & Co., 1 case tobacco, 2 bales tobacco; A. A. Valk, 11 bales tobacco.

Manila—Bibby Bros. & Co., 1 case cigars.

Kingston—Kennedy & Moon, 1 case cigars.

Liverpool—American Tobacco Co., 107 cases cigarette paper; R. F. Downing & Co., 9 cases tobacco.

Genoa—M. L. Herzog & Co., 39 bales tobacco, 17 bbls. do.; M. S. Tollina & Co., 1 case cigarettes; A. B. Newman, 1 box tobacco.

Humacoa—F. Rucabado & Co., 9 bales tobacco.

Southampton—C. Druckleib, 4 cases tobacco paper.

Vera Cruz—James E. Ward & Co., 10 cases cigars, 10 cases cigarettes.

Havana—James E. Ward & Co., 7 cases cigars.

SUMATRA TOBACCO.

Str. Rotterdam, arrived July 6: (1,226 bales, 2 cases)

A. Cohn & Co.	415 bales
E. Rosenwald	279 "
H. Duys & Co.	164 "
Jos. Hirsch & Son	105 "
Rothschild & Bros.	64 "
L. Schmidt & Co.	55 "
M. D. T. Co.	39 "
E. Spingarn & Co.	34 "
S. Rossin & Sons	28 "
Order	17 "
Benj. Labe & Sons	10 "
Herz Bros.	6 "
F. & E. Cranz	5 "
The Hilson Co.	4 "
American Express Co.	1 bale
Pim, Forward & Kellock	2 cases

HAVANA LEAF.

Str. Morro Castle, arrived July 7: (2,174 bales, 57 bbls., 261 cases)

Sartorius & Co.	587 bales
F. Miranda & Co.	460 "
American Cigar Co.	230 "
James E. Ward & Co.	190 "
E. Rosenwald & Bros.	157 "
E. P. Cordero	105 bales
F. Garcia, Bros & Co.	100 "
W. Brander & Co.	98 "
Alex. Murphy & Co.	70 "
S. Rossin & Sons	47 "
Calixto Lopez & Co.	39 "
I. Bijur & Son	32 "
S. L. Goldberg	18 "
Stephen G. Ruth	15 "
R. M. Blake & Co.	12 "
George V. Watson & Co.	10 "
Assencio Perez	4 "
Hamburger Bros. & Co.	21 bbls.
Hinsdale Smith & Co.	20 "
James E. Ward & Co.	16 "
James E. Ward & Co.	261 cases

Str. Vigilencia, arrived July 12: (535 bales)

James E. Ward & Co.	379 bales
E. Mendoza	67 "
Weil & Co.	35 "
Leonard Friedman & Co.	30 "
B. Costellono	14 "
Ghio & Rovira	10 "

HAVANA CIGARS.

Str. Morro Castle, arrived July 7: (209 cases)

Havana Tobacco Co.	163 cases
Park & Tilford	16 "
G. S. Nicholas	11 "
Robert E. Lane	5 "
S. S. Pierce & Co.	4 "
L. J. Spence	3 "
Canadian Pacific R. R. Co.	3 "
A. S. Lascelles & Co.	2 "
B. Wasserman & Co.	2 "

PORTO RICO CIGARS.

Str. Philadelphia, arrived July 6: (95 cases)

American Tobacco Co.	23 cases
G. W. Sheldon & Co.	21 "
Amer. W. I. Trading Co.	16 "
West Indies Cigar Co.	15 "
M. Sola & Co.	8 "
Jose Portela	6 "
Philip & Joseph Frank	4 "
F. Bonilla & Co.	2 "

Str. Ponce, arrived July 12: (286 cases)

Victor Malga & Co.	140 cases
American Tobacco Co.	79 "
L. Daussa & Co.	31 "
G. W. Sheldon & Co.	16 "
American W. I. Trading Co.	12 "
M. Rucabado	6 "
Jose Pctela	2 "

Trade-Mark Register.

WEIGMAN'S TURKISH CIGARETTES. 14,116.

For cigarettes. Registered July 7, 1903, at 4 p. m., by M. Weigman & Co., Philadelphia.

GRANUM. 14,117.

For chewing and smoking tobacco. Registered July 14, 1903, at 9 a.m., by J. Young, Philadelphia.

NABISCO. 14,118.

For chewing and smoking tobacco. Registered July 14, 1903, at 9 a. m., by J. Young, Philadelphia.

TRANSFER.

Moneta Club, registered June 29, 1903, by E. E. Kohler, Reading, Pa., was transferred to M. H. Schram, Danville, Pa., June 30, 1903.

REJECTION.

Comfort.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Just-a-Fine, Principe de Savoya, La Matura, Ruenza Matura, Trino, Moretta, Marshall de Vasto, Duke of Toscana, La Flor de Gonzaga, Duke of Mantau, Pennsylvania Standard, Public Good, La Cebada, La Puertas, El Gorrion, El Aire, La Lampara, Sardello, Court Call, Abyssinia, Cabullona, The Hat Check, Great Goods, Druggist's Select, Otoyo, Stefan Batory, Nacha Polska, La Flor de Fulton G. Berry, College Trio, College Sports, Three Jumbos, Wandrer, Campanile, Edgeworth, Yolo, Black Lump, The Exposition Cut-Off, Lou Dillon, Dark Raven, Inquisidor No. 18, La Eschino, Fredus, High Brand, Grand Troop, Duke Manhattan, Extra Russian Tobacco, Chautauqua Council No. 202, Lesser's Egyptian, Hotel Cumberland, Union Temple, Union Flyer, Union Quality, Union Degree, Union Traffic Union Product, Owlingate, All Keys, La Piazza di Roma, Stewart Edward White, El Paratus, Union Rose, Union Flower, Maple Crest, Union Combine, Red Tie, 447, Trust Killer, Bayard Taylor, Henry A. Brown, Buchanan Read, Beshore, Patrice, Seaman, Aurora King, Opoko, Pope Leo, Rensserd.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of
1902 FINE FORCE-SWEATED CONNECTICUT
Our Own Packing
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER. PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

R. E. JACOBY

Wholesale Manufacturer of

High Grade Seed and Havana **Cigars**

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of **UNION-MADE CIGARS**

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. AKRON, PA.

J. E. SHERTS & CO.

Manufacturers of

High-Grade Seed and Havana **CIGARS**

Lancaster, Pa.

E. E. Weaver

Manufacturer of Fine Cigars

TERRE HILL, PA.

Orders from the Jobbing Trade Solicited. Shipping Station, East Earl.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic **Cigars**

Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,

East Petersburg, Pa.

We Employ No Salesmen

All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.

WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

W-A-R-N-I-N-G

An advertisement with this heading may have attracted your attention. The use of a word gives it its meaning. As used in said ad. it means

BLUFF! BLUFF! BLUFF!

Any One Can BRING a Law Suit. To WIN One is a Different Thing.

Our attorneys positively assure us that no suit against us or any user of the cigar mold made by us can be won. We infringe no patent and the court will so decide as soon as we can force a trial of the issue. Send us any and all so-called "Warnings" you may receive. We want to know what is going on, as we propose to defend our rights and protect our customers.

We make the Best Mold and the Highest Grade of Cigar Manufacturers' Supplies

in the market and will continue to do so, and don't propose to let one concern get an illegal monopoly of the business and in this way force the trade to pay an enormous price for their goods.

The STERNBERG M'F'G CO., 1702-12 W. Locust St., Davenport, Ia., U. S. A.

New Auto in Milwaukee.

Cigar Salesmen Ride About the City in an Oldsmobile

Milwaukee Office of The Tobacco World,
Room 19, Miller Block.

Milwaukee, Wis., July 10.

The opening of July sees the retail trade very slow in this city, and it is only too apparent that the summer dullness is on. There was no news of any moment at any of the retail stores in the downtown district when your correspondent called and the same may be said of the leaf tobacco trade.

The Yahr & Lange Wholesale Drug Company, which acts as Western distributers for the Peter Dailey and other well-known brands, has purchased an Oldsmobile for the use of the city salesmen in the cigar department. The paneling of the auto is decorated with advertisements of the different brands handled.

Northwest Notes.

The prevailing condition around the Janesville warehouses is one of dullness. A small business in small lots is reported. John Soulman is the most lucky man, having sold seventy-five cases of 1901 to Eastern parties.

A dispatch from Beloit states that a building occupied by the Beloit Gasoline Engine company, and P. H. Crahens Tobacco Company warehouses was damaged by fire. The loss to the tobacco may reach $5000.

The Edgerton Tobacco reporter says: "The cured leaf markets are dull and sales small, as compared with other years at this date, though the production of manufactured grades is holding its usual increase.

Conway Bros. & Co., of Edgerton, have disposed of 200 cases to various parties of late.

George Di Vall, of Belle Center, Wis., has about 20 acres under cultivation, and is building immense sheds to accommodate the crop when harvested.

The shipments out of storage do not exceed six or eight carloads weekly from the Edgerton market.

The Northern Wisconsin Leaf Tobacco Company, La Crosse, was incorporated with a capital stock $50,000, divided into 500 shares of $100 each; incorporators, Robert S. Hyde, P. C. Wiggenhorn and A. L. McIntosh.

At Viola, transplanting is now about completed and the plants are doing well, especially during the last few days. At Mt. Vernon, most of the tobacco is out now. There will be some shortage on account of lost plants. At Avon, tobacco setting is about completed. At Middleton, the bulk of the tobacco crop was transplanted during the week, and the rains, together with the cool, cloudy weather, have been very favorable for newly set plants. Considerable replanting was necessary on account of the frosts.

Crime in San Francisco.

Arrests for Selling Unstamped Cigars and for Smuggling.

Bureau of The Tobacco World,
230 California St.

San Francisco, Cal., July 7, 1903.

The wholesalers report that July is opening up well, and that a better feeling is evident among the cigar dealers. Orders are coming in freely from the North, and a much better trade is opening up in the southern part of the State than has been enjoyed for several weeks. Retail trade is normal and bringing in fair returns for all of the stores. The smaller cigar factories are not doing a rushing business, but the larger ones are still employing a large force of men.

Martinez & Co. have retired from the retail business and will enter into the wholesale trade. They are at present looking for a location in the wholesale district on Sansome or Battery streets.

The newspaper reports concerning the seriousness of the illness of Mose Gunst, of M. A. Gunst & Co., in Germany, are denied at the office here, in accordance with the advice received. It is given out here that Mr. Gunst is improving every day. The branch store of M. A. Gunst & Co., at 1100 Market street, is closed now for July. The store will be enlarged and remodeled and arranged in a most modern style. A. I. Esberg, of the company, has just returned from the branch establishment at Honolulu, T. H.

Charley Dodge has just opened up a fourth cigar stand at 2 Hayes street.

Will Moye has bought out J. Cooney's interest in the firm of Moye & Cooney, on Market street, next to Central Theatre.

Theodore Fricke, of William Knapp & Co., reports that trade is beginning to pick up in the demand for cigar labels and bands. He left to-day for Sacramento and vicinity.

E. R. Derry, representing the Surrug tobacco line, is still in San Francisco, doing some excellent work and

---

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of *Nashville, Pa.*

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

GEO. W. WERT & CO.

MANUFACTURERS OF

High Grade Union-Made Cigars

No. 14 North George St. *York, Pa.*

UNION PLANTER 5-cent Cigar is Our Leader.

A sure cure for Dry Cigars and Tobacco.

A cure for foul, slimy, Sponge, Cotton and Felt.

The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.

Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock.

No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities.

No. 2 for tobacco pails. No. 4, Pans 14x12x2½ to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 4x7x1½ for each wall case shelf; 3x18x40 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.

O. R. RICE & CO., 103 East 14th Street, NEW YORK.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.
CHICAGO, 56 5TH AVE. J. M. WIDDIFIELD, Mgr.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON,
Factory Representative for Penna.
1133 Ridge Avenue, Phila.

Attention, Trade and Consumer!
WE are now manufacturing everything in the line of CHEWING and SMOKING TOBACCO, with the single exception of PLUGS, which will greatly assist our friends to FIGHT THE TRUST.
Among our leading brands are UNION BUTTS, CONGRESS BUTTS, GOOD STUFF, RIBBON CUT KASSAN, MINT JULEP, BUSY BEE, HAVANA SHORTS, CALUMET, COLONIAL CLUB MIXTURE, OLD DOMINION LONG CUT, CHARTER OAK PLUG CUT. (Private Brands to order)
We use only the highest grades of Virginia and North Carolina, blended with Clear Havana and Pennsylvania tobaccos.
Taylor Bros. Tobacco Co.
INDEPENDENT TOBACCO MAKERS Reading, Pa. UNION FACTORY

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Wanted. Seed Scraps and Siftings
Submit sample by mail and put name and address on parcels
INTERNATIONAL TOBACCO COMPANY
204-206-208 East 27th Street, NEW YORK

USE OUTDOOR DISPLAY
We Furnish Estimates To Advertise Anywhere
PAINT OR POSTER
Sketches and Designs FREE
The BILLPOSTING SIGN CO.
814 Walnut Street, PHILADELPHIA.

winning for himself a large circle of friends.

Max Fleishman, a cigar dealer of Bakersfield, Cal., took his vacation in San Francisco and remained over for the Fourth.

C. B. Thomson, active in cigar circles in San Francisco, who is usually to be found at his stand on the corner of Market and Battery streets, returned yesterday from a two weeks' vacation to the country, where he has been taking a well-merited rest.

David Lawrence, who has dealings in the cigar line in Honolulu, is at present in San Francisco, making a stay of business and pleasure.

Lane & Connelly, cigar manufacturers on Market street, report that their manufacturing business continues active, and that orders are still coming in large quantities from the country.

Felix Cohn, from Kahn Bros., New York, has just returned to San Francisco after a very prosperous trip through the North.

William Getz, of Humboldt, has sold out to Henry Morgensen & Bros., and is looking for an opening in San Francisco. He desires to locate here that he may be with his children, who are attending college.

J. Goldberg, of Goldberg, Bowen & Co., wholesale and retail grocers, is expected to return to-day from an extended trip throughout the East. Mr. Newmark, who has charge of the cigar department at the main store, on Pine street, reports that city trade is a little quiet, although amply made up for by the summer hotel and outing trade.

H. L. Judell, of H. L. Judell & Co., reports that business is very good and seems to be improving every day. Yesterday's mail, he said, was the biggest that he has yet received, and it was well filled with orders.

N. P. Peterson, who occupies one of the most attractive and artistic stores in the city, at 204 Market street, is making a hit with Boltz, Clymer & Co.'s Palencia, also the new cigar, El Merito Paneteles.

Dave Erdrich, of the El Sidelo, whose headquarters are with Wellman Peck & Co., has returned from a trip to Sacramento, where he did some excellent work.

J. Kahn & Co., on Sacramento street, are having four new labels of very attractive designs made for them.

Last week Goon Kee, a Chinese manufacturer, was sentenced to a fine of $100 and six months in the San Francisco County Jail for selling unstamped cigars to a Market street shooting gallery. Sam Lee, who was released a few days ago, after having served six months' imprisonment for selling unstamped cigars, was again taken into custody the other day by Special Internal Revenue Agent Bert N. Thomas, for selling unstamped cigars to Policeman J. E. Holmes. He will probably be exiled, as he was unable to show a certificate of residence. S. Toda was sentenced to $50 and thirty daiys in jail last week for smuggling cigars.

One of the most attractive and best patronized booths at the Oakland carnival, which has just been closed, was that of Bert Bercovich, who has a store on the corner of Broadway and Twelfth street.

Luke Kelly, of Butte, Mont., the business agent for the Cigar Makers' International Union of America, and official organizer, is at present at Stockton, Cal. Mr. Kelly believes that there ought to be at least one hundred cigar makers in that city.

York's Cigar Output.

Between Three and Four Millions in the Month of June.

York, Pa., July 13, 1903.

During the month of June twenty-five licenses were taken out for new factories in York County, making a total since the first of the year of 164. The cigars made in the county in June, numbered 3,534,000, an increase over May of 351,900.

The El Francisco Cigar Co. in Yoe shipped 550,000 cigars last month; other Yoe shippers, together with the above shipped almost 200 cases of cigars.

Through miscalculating the speed of an approaching suburban trolley, Geo. Wert sustained severe injuries while endeavoring to board the car. He is, however, about again, and attending to his usual duties at his Union factory on Clark avenue.

John Baker, manager of the Herman Warner Cigar Factory here, has just returned from Chicago, where he had been called, owing to the death of Herman Warner.

J. H. Stiles finished this week packing his purchases of York State tobacco. Harry Blasser left on a Western trip for Mr. Stiles last week.

Last Thursday fire ruined the stock of Decker & Shenberger. It originated in an adjoining building. As the firm is extremely busy immediate steps were taken to secure new stock. This firm but lately started in the business, but has prospered.

A puff of wind blew a poster hanging above a cigar lighter in the Diamond Cigar Store into a flame. From the poster the blaze sprung to the netting covering an oil painting, and consumed it. No serious damage was done.

R. M. Granat, of Gillen & Granat, has gone on a business trip to points in New York and Ohio, and will be absent for several weeks.

Visitors to the trade last week were S. M. Wallach, of G. Falk & Bro., New York; George Sievers, of Sneeringer & Co., Baltimore, Md., and R. Reynolds, of Farnham & Reynolds, Addison, N. Y.

George Pfaltzgraff, of John K. Pfaltzgraff & Co., left for Buffalo and other points in New York State this week on a business trip. Several of their brands are meeting with a good sale in their territory, particularly their Kentucky Cardinal 5c. cigar.

H. F. Kohler, of Nashville, is still filled with orders for his goods, and will put on additional hands as fast as competent people can be secured. Mr. K. is of the opinion that Nashville to-day presents an elegant opportunity for a good boarding house enterprise, and that a reliable, careful family in that town would do a prosperous business.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories: YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

J. K. PFALTZGRAFF & CO.
Manufacturers of
Business Getting
Cigars
YORK, PA.
High Grade Nickel Seed and Havana Leaders:
"KENTUCKY CARDINAL"
"EL PASO" "1303"
"CHIEF BARON"

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—*The* Bear Brand—*The* Cub Brand—*The* Essie Brand.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

W. H. RAAB & SONS,
LA CUBANA CIGAR FACTORY No. 463
ESTABLISHED 1871.
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY.
DALLASTOWN, PA.

LA UNION CIGAR CO.

Hanover, Pa.
Manufacturers of
High Grade Union Made
Cigars
SPECIAL BRANDS:
ALEX WILSON—ten sizes;
MINERS' VICTORY, PRIMO,
LITTLE PEDRO, and
LA UNION CROOKS.

I. E. STUMP & CO.
WHOLESALE MANUFACTURERS OF
HIGH GRADE
MEDIUM PRICED Cigars
Red Lion, Pa.
Remember that the MELODIOSO is Our Leader.

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE
Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,

Packers and Dealers in Leaf Tobacco

105 S. George St., YORK, PA.

Walter B Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of Leaf Tobacco

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.

Packers of Leaf Tobacco

James and Prince Streets,

LANCASTER, PA.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

MR. JOBBER:—If you are a Ten Cent Smoker,

Try this Brand of Five-Cent Cigars,

and see what can be accomplished by buying DIRECT FROM FACTORY.

We employ no traveling salesmen, but SELL DIRECT TO JOBBERS ONLY.

Private Brands Made to Order.

A. J. HINSEY,

Manufacturer of

Fine Havana and Domestic CIGARS

For Wholesale and Jobbing Trade Only. Correspondence solicited. Akron, Pa.

E. B. STONER,

Packer of and Dealer in

PENNA. LEAF TOBACCO

Hellam, Pa.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

Sales are not very frequent, yet the time for purchasing is near at hand, and as the stock in the market is in very limited supply, and as parties are anxious to obtain a supply of our domestic leaf, and the sweating season is hard upon us, we expect to see many dealers riding to obtain supplies of domestic leaf. Manufacturers are using Sumatra only for the wrappers, so they must have our own leaf for the bulk of the cigar.

It is hoped that our growers will be ready to sell at fair prices. But no need to give away the goods, or sell good leaf at filler rates. There is but a scant supply; hardly enough to go around, and the markets are almost destitute of domestic leaf. Every sprig is wanted. It isn't all important that you should sell to the first man that puts in appearance. Others are striving to get possession, and, unless the price is satisfactory, better wait for the next man to come. Don't swallow too many of his smooth stories, and insist upon a fair and reasonable price. Probably nearly one-half of the 1902 crop has passed out of the market, having been force sweated and used up, or is in the manufacturers' hands. A report has been published in the daily papers that James P. Spencer of Suffield had plowed under 10 acres of Sumatra shade-grown leaf, as the plants were rotting, also that Mr. Piney had taken the cloth from 40 acres.

Our correspondents write:

Conway: "The warm weather of last week has started the tobacco along good, but it has rather a yellow color, which we don't like very well, especially on dry land where it ought not to show up the yellow leaf. We are in hopes that we shall have good hot weather so as to have it hung above as much as possible."

Northampton: "The tobacco in this vicinity is doing very well. There are some yellow plants occasioned by the excessive rains. However, we expect that the warm, sunny weather will effectually cure it. So far as I was enabled to judge of the comparative condition of the crops at Hatfield and Northampton, as compared with much that I see in a number of the towns in Connecticut, ours was much the best. I went as far as New Britain, and I saw none as good as ours."

Southwick: "Tobacco is looking well except on land that is too wet. On those over-wet lots, it shows a yellow as well as narrow leaf. We are hoping for hot, sunny weather as the best thing to cure all of these troubles. Our crops were all set before June 15."

Hadley: "Tobacco for the past week has improved ninety per cent. During stormy period it turned yellow. The warm sunshine has advanced its growth and color immensely. Cut-worms are not as bad as it was thought they would be. Altogether the crop is coming on splendidly. No sales are reported. Still there are several men who have some nice tobacco in cases ready for the dealer."—American Cultivator.

BALDWINSVILLE, N. Y.

There has been no activity in the local market, no sales having been reported during the week. The growers have all finished transplanting and many of the fields set out several weeks ago are looking exceptionally well. The warm weather of the past few days has caused a rapid growth and the prospect now look bright for a good crop.—Gazette.

EDGERTON, WIS.

The tobacco crop is now making up for lost time under about as satisfactory weather conditions as the growers could wish for, and the present rate of advancement will soon overcome all the delays and waits of the transplanting season. As a general thing the fields show quite an even stand with but few missing plants. The growth is strong and healthy and frequent rains keep the soil supplied with necessary moisture to sustain an amazingly rapid development. The prospects for the crop are most certainly as promising as other seasons of this date.

Matters remain unchanged in the old leaf market and trade continues dull. The transfer of a 600cs lot of 1900 Wisconsin from Jos. Mayer's Sons to the United Cigar Manufacturers has taken place in this market this week, though the trade was consummated through the New York offices of these firms. Packers report that 1901 leaf is coming through the second sweat in a very much improved condition.

Shipments, 500 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Offerings not so large; sales smaller—142 hhds public, 209 hhds private. The market opened firm at last week's prices, and ruled firm through the sale. Con-

SAVE CIGAR BANDS!

ANOTHER FREE DISTRIBUTION

OF

$142,500

Will be Made in December, 1903, Based on the Month of NOVEMBER, 1903, to Smokers of

"CREMO"
"CUBANOLA"
"GEO. W. CHILDS"
"JACKSON SQUARE"
"PREMIOS"
"EXPORTS"
"LA BELLE CREOLE" (10c)

"FONTELLA"
"RENOWN"
"SALVA FUMA"
"SANTA BANA"
"PEOLA"
"SMOKETTES"
"COLUMBIA" (10c)
"DOWLEDO"

"WEGO"
"NERVE"
"STAR"
"LILLIAN RUSSELL"
"TURCO"
"VELVET"
"CONTINENTAL" (10)
"DETROIT FREE PRESS"

"SIONA"
"SPANIOLA"
"TWO ORPHANS" (2 for 5c)
"BENEFACTOR"
"FLORODORA" (3 for 10c)
"FLORODORA OPERAS" (5 for 10c)
"PIONEER"

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?

(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3.00 tax per thousand is paid During the Month of November, 1903, as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000.00 in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000.00 "
To the	5 persons whose estimates are next closest	($1,000.00 each)	5,000 00 "
To the	10 persons whose estimates are next closest	($500.00 each)	5,000.00 "
To the	20 persons whose estimates are next closest	($250.00 each)	5,000 00 "
To the	25 persons whose estimates are next closest	($100.00 each)	2,500.00 "
To the	50 persons whose estimates are next closest	($50.00 each)	2,500 00 "
To the	100 persons whose estimates are next closest	($25.00 each)	2,500.00 "
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000.00 "
To the	3,000 persons whose estimates are next closest	($5 00 each)	15,000.00 "
To the	30,000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2.50 per box)		75,000.00
	35,213		
	35,213 persons		*$142,500.00*

Every 100 bands from above named cigars will entitle you to four estimates.

[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates.]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445, 95,483	August	483,551,833	485,441,753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800,523	575,804,470
April	427,952, 58	481,870,212	516,835,163	October	532,205,063	574,551,047	628,881,303
May	456,509,855	553,187,580	523,035,907	NOV.	508,258,250	529,308,500	562,444,593
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.

Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after December 1st, 1903, as the figures are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands. Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue.

Handsomely illustrated 80-page catalogue (page size 7 in. x 10 in.) showing all the Presents exactly as they are, and with beautiful embossed cover lithographed in ten colors and gold, will be mailed to any address upon receipt of ten cents, or ten tags, or twenty cigar bands.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

THREE REGISTERED. SEE! 3 for 5 SPECIALS

Marching Into Prominence

A Postal Card will Bring Sample and Price. . . .

To Jobbing Trade Only

Phares W. Fry, Lancaster, Pa.

BON TON CIGAR CO.

Manufacturers of the

El Dorado de Habana CIGAR

Reading, Pa.

Correspondence with the Wholesale and Jobbing Trade Invited.

Decker & Shenberger,

YORK, PA.

MANUFACTURERS OF

High Grade Medium Priced

Cigars

For Wholesale and Jobbing Trade.

CORRESPONDENCE INVITED.

T. L. ADAIR, *Established 1895*

WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

tinued sampling and selling every day. Stock on sale decreasing rapidly. Lugs are about cleaned up. The Short Leaf at 5 to 6c is going fast; Long Leaf is going low.

QUOTATIONS

Lugs—Low, 4¼ to 4½c; Com., 4½ to 4¾c; Med., 4¾ to 5¼c; Good, 5¼ to 6c.

Leaf—Low, 5 to 5½c; Common, 5½ to 6½c; Med., 6½ to 7½c; Good, 7½ to 9c.

Old Lugs, 5 to 6c; Stogie Fillers, 5 to 6c; Wrappers, 7½ to 8½c.

Receipts for the week, 235 hhds; for the year, 9,740; Sales for the week, 351 hhds; for the year, 6,818.

The growing crop is doing well.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 124 hhds.; Offerings on the breaks 721 hhds.; public and private sales 692 hhds.

The general quality of the offerings was poorer. The market was active and firm on fair quality in good order. Lugs were in demand, and the lower grades of Leaf also, at a few bids higher in price. Good Spinners were firm to strong.

Shipments are steadily reducing the warehouse stocks. We have hot, growing weather, the mercury rising to 97° on the 8th inst. No serious complaints come from the country about the tobacco crop in the field.

QUOTATIONS:

Low Lugs	$4.00 to $4.50
Common Lugs	4 50 to 5.00
Medium Lugs	5.25 to 5.50
Good Lugs	5 75 to 6.00
Low Leaf	5 25 to 6.25
Common Leaf	6.50 to 7.00
Medium Leaf	7.25 to 8.50
Good Leaf	9 00 to 10 00
Fine Leaf	10.50 to 12 50

Injunction Not Dissolved.

In Chicago Judge Holdom has refused to dissolve the temporary injunction secured by Thaddeus H. Howe restraining the members of the directorate of the Cigar Dealers' Association of America from circulating reports that Howe is not the President of the Association and from interfering with him in the performance of the duties of such office, and restraining Michael W. Diffley from acting as president. The case will now come up on the regular call for a final hearing. In the course of his opinion the court held that under the averments of the bill the action of the parties who held a secret meeting at night, without notice, was fraudulent and illegal, and, therefore, of no effect, and that it was the duty of the court to step in and protect the property rights and reputation of Mr. Howe.

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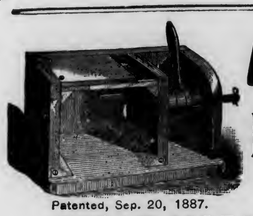
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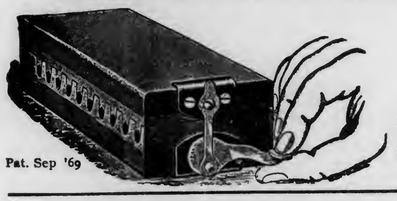
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Business Changes, Fires, Etc.

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Colorado City.—J. C. Lang, cigars, damaged by fire.

Denver.—M. J. Rigney and W. W. Hawpe, cigars, etc., chattel mtge., $250.

Illinois.

Aurora.—Conrad Hoffman, cigar manufacturer, discontinued.

Savanna.—Judson Kehl, cigars, succeeded by N. W. Hibbard.

Indiana.

Indianapolis.—Geo. M. Kutz, cigars, etc., chattel mortgage, $167.

Iowa.

West Liberty.—Geo. Corwin, cigar manufacturer, chattel mortgage, $300.

Maryland.

Baltimore.—Benninghaus Tobacco Co. released mechanics' lein, $545.

Massachusetts.

Springfield.—Frederick Xavier, cigar manufacturer, chattel mortgage, $1,000.

Michigan.

Detroit.—Continental Cigar Co. (not inc.) changed style to C. E. Winter Cigar Co. (not inc.)

Minnesota.

Eveleth.—G. W. Mulligan, cigars, suit, $180.

New York.

New York City.—A. Pazos & Co., leaf tobacco, discontinued.

Syracuse.—Davis & Brennan, wholesale and retail tobacco, etc., dissolved.

Ohio.

Cleveland.—J. Besuner, proprietor Postal Cigar Co., petition in bankruptcy. A receiver appointed.——Gahan Bros., cigars, suit for dissolution.

Conneaut.—W. O. Hall, cigars, etc., petition in bankruptcy.

Dayton.—W. D. Grant, cigars, etc., sold out to T. C. Hook.

Pennsylvania.

Seven Valley.—Mt. Vernon Cigar Mfg. Co., receiver appointed.

Wisconsin.

Fond du Lac.—Kretlow & Gutreuter, cigar manufacturers, $330 mtge. released.

PATENTS RELATING to TOBACCO, Etc.

732,919 Cigar box; Morris Brown, New York, N. Y.

732,934 Tobacco hanger; John B. Cuzner, Glastonbury, Conn.

732,841 Nicotin catcher; Hermann Feix, Gablong, Austria-Hungary.

36,414 Design, Ash receiver; Henry R. Towne, New York, N. Y.

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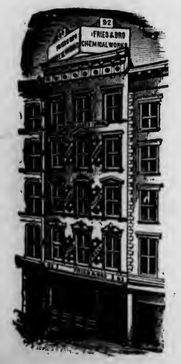

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The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

More About Coupons.

IN the last issue of The Tobacco World the question of whether adoption of a coupon system by the retail cigar dealers of Philadelphia would be wise was discussed. No definite position on the subject was taken and no advice was given, the article being principally intended to draw attention to these two facts:

I. A reduction of profit on each sale is wise if it results in increasing the net income of a dealer.

II. Any increase in sales in excess of twenty-eight per cent., in consequence of issue of coupons worth one-third of a cent each, will increase the dealer's net income.

The above conclusions were based on the assumption that the sales consist wholly of cigars selling for 5 cents each and costing $35 a thousand. With cigars costing $31.66 a thousand and sold with coupons, the profit would be just the same as with the $35 goods and no coupons.

If it be true, as has been repeatedly asserted, that the cigars sold at the coupon-giving stores are of so inferior grades that the consumer loses fully as much in quality of tobacco as he receives in coupon value, there is no reason why independent dealers cannot satisfy their customers with goods costing them less than they pay now for their best five-cent cigars. How can enough be saved in the cost of producing the goods to offset the cost of the coupon? Certainly nothing can be saved on the taxes, and little can be saved in the making and the boxes and labels. The saving must be in the tobacco. Coupons representing a thousand cigars represent a cash value of $3.33, if worth one-third of a cent each. To save that much on the tobacco in a thousand five-cent cigars would result in a loss of about twenty-five per cent. in quality. An important question is whether the smoker will stand for this in case he is given coupons representing the difference. The only way of answering the question is to make the experiment.

If the dealer tells the manufacturer that he will sell no five-cent cigars costing over $31.66 a thousand, and if he can hold his trade with such cigars, he will come out even on his coupon-giving. If his trade increases in consequence of the coupons he will make more money than he is making now.

If one hundred, two hundred or three hundred cigar dealers in Philadelphia should unite in adoption of the same system, they would have an advantage over the stores which give coupons at present, as in whatever part of the city a smoker might be he would be near a place where he could add to his stock of coupons, whereas now he can obtain such slips of paper at only a comparatively few places and those in the center of the city.

As has been stated on the news pages of The Tobacco World the practice of offering special inducements to buyers of cigars in Philadelphia is constantly growing. Several dealers are giving free accident insurance, another is giving free Atlantic City outings, and a third has offered some of his best customers five free cigars for every forty-five paid for.

The last named inducement means a discount of ten per cent. If the inducement offered were, instead, a coupon worth a third of a cent the discount would be less than seven per cent. and there would be no troublesome keeping of records and nothing to prevent encouragement of occasional customers in the same way as regular customers.

A disposition to get "something for nothing" is a trait of human nature, and smokers are gradually coming to look for some evidence of appreciation of their trade in addition to the cigar received in return for their nickel.

No business man likes to give premiums but if any considerable number of his rivals do so he must if he is to protect himself.

How long can he wisely hold off? How little of his profit on each cigar need he sacrifice? Every dealer must decide these questions for himself. Years ago when the giving of six cigars for a quarter was begun, many a dealer decided that he would never follow the practice, but now practically all have come to it. Giving away of matches was at first thought needless liberality, but now most smokers feel that the dealer is close-fisted if he doesn't give an entire box when asked for a few matches.

It's wrong—of course it's wrong!—for smokers to expect more than they directly pay for, but the fact remains that they have such expectations.

Telling a smoker that the coupon-giving stores take the value of the coupon out of the value of the cigar will not always be believed whether it be true or not. "Give me as good a cigar and a coupon and I will trade with you; but the cigar the other fellow gives me is as good as I want and I am glad to get a new pocket-book, or umbrella or a pipe, practically for nothing, every two or three months." That is what, in many instances, the smoker will say.

Shouting "anti-trust" may have its effect, but the fact remains that the average citizen disapproves of a trust only when it lessens the money in his pocket and is glad of trust methods which bring in more than he formerly received for the same money.

Philadelphia people are pretty loyal to each other. That probably is the reason why the loss of trade here through premium-giving has been no larger. Still, friendship cannot exist wholly on one side. The customer may say to the dealer "If I am so loyal to you that I go without the premiums the other man offers I make that sacrifice for you. What sacrifice are you making for me? The other man seems to be prosperous. If he can afford to give premiums why can't you? 'Poorer cigars,' you say? Oh I don't know; they taste as good as any you sell. You do so little business, you can't afford to give premiums? Why not get more customers in just that way."

A long time may elapse before coupon-giving becomes general in Philadelphia cigar stores, but that this feature of the retail trade is one which is destined to be adopted by a large proportion of those in the business is the opinion of some of the most intelligent and wide-awake dealers in the city.

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COMMENTS ON A FAKE WASHINGTON DISPATCH.

What Newspapers Had to Say About an Alleged Official Project for Ascertaining the Effects of Tobacco On the Human System.

A few days ago there appeared in newspapers in all parts of the country a special Washington dispatch, the assertions of which are absolutely and authoritatively denied. Following is the substance of the dispatch:

INTERESTING, BUT NOT TRUE.

The experiment which the Bureau of Chemistry of the Department of Agriculture has been conducting promise some day to be of considerable interest to users of tobacco, all manufacturers and dealers, for at the conclusion of the tests of the effect of the various preservatives used in foods, Dr. Wiley will take up the question of the effect tobacco has upon the digestion and on the human system in general. When he experiments with tobacco, he will proceed, as he has done in the case of the foods, by taking pure tobacco in various forms, smoking and chewing, to see what effect it has upon the consumer under various conditions. Dr. Wiley will then take up the adulterated tobacco, or flavored tobacco, and ascertain by experiments what effect tobacco of this character has upon the system.

Just how far these experiments will go has not yet been definitely determined, nor has Dr. Wiley decided whether he will use Turkish, Cuban or other brands of foreign tobacco, or confine himself to domestic tobacco.

It is Mr. Wiley's intention to take men who are regular smokers and ascertain their physical condition as to their heart action, breathing, digestion, etc., while continuing the use of tobacco under normal conditions, and then to have these men to suddenly cease the use of tobacco entirely. The effect of such stoppage will be carefully noted, and Mr. Wiley expects to be able to report on the benefits or injuries in the sudden change of the habits of smokers and chewers. After the effects of the prolonged use of tobacco have been eradicated from the system, it is proposed that the subjects of experiment shall recommence the use of tobacco, beginning in small quantities, which will be gradually increased until they are using as much or more than they were when the experiments first began. Throughout the course of the experiments the effect of the tobacco on the digestion will be carefully noted.

PROFESSOR WILEY'S DENIAL.

(From The Washington Star.)

Prof. Wiley said this morning to a reporter for The Evening Star that there was not the slightest foundation in fact for the assertion that he intended to begin a course of experiments on tobacco in its different commercial forms. He said that this could not legally come within the province of the Department of Agriculture, and that he had never considered the question in any way.

GOOD AND POOR TOBACCO.

(From the New Orleans Picayune.)

Should the Bureau of Chemistry go into the subject exhaustively and ascertain the difference between the effect of cheap cigars and cigarettes on the system, as compared with that of the high-class, pure tobacco, cigarettes and cigars, the result would be very interesting.

MATERIAL FOR DISCUSSION.

(From the Milwaukee Sentinel.)

These experiments promise to be much more interesting than those with borax. Nobody eats borax intentionally, but there is a large army of tobacco users, and some of them have been more or less disturbed by enemies of the weed, who claim that it is poison. That its essential principle—nicotine—is a poison is unquestionable, and likewise that the use of tobacco in excess or in some particular ways—such as the inhalation of smoke—has resulted seriously in some cases, is pretty clearly settled. But whether such cases form a basis for general deductions is another question.

It is generally conceded by scientists that the use of tobacco stops the natural process of change in the cellular tissue of the body. Under normal conditions there is supposed to be a complete change of this in about seven years, the old particles being replaced by new ones from the action of the blood. For this reason the tobacco user does not need so much food as others, and this fact is recognized in European armies by issuing smaller food rations to men to whom rations of tobacco are issued. It is held that this effect is not necessarily injurious, although, as a general rule, any artificial obstruction of natural processes is injurious.

It is hardly probable that Dr. Wiley's experiments will settle the question to the satisfaction of everybody, but there will be a great deal of curiosity to know what conclusions he reaches, and it is probable that there will be some addition to scientific knowledge of the subject that may prove of value. At any rate they will furnish material for a large amount of discussion, so that the time and effort will not have been wholly wasted.

POISONOUS OR BENEFICIAL.

(From the Chicago Interocean.)

Is tobacco poison to the human system or is it meat and drink and an intellectual stimulant and good nature to the average man?

This is exactly what Professor Wiley, the government chemist, intends to find out by experiments on his famous squad of "poison eaters" that has been living for the last seven months on food adulterants at the "borax boarding house" of the Department of Agriculture at Washington.

These experiments will be comprehensive and thorough. The "poison squad" will be increased to eighteen, and tobacco in all its forms will be tried on them—tobacco good, bad, and indifferent; tobacco imported and domestic; tobacco from Cuba, Porto Rico, the Philippines, Turkey, Egypt, Persia, Virginia, and Wisconsin.

The poison eaters will smoke tobacco, chew tobacco, and snuff tobacco. They will smoke cigars, pipes, and cigarettes. They will inhale the smoke and they will not inhale. They will chew plug and fine cut. As to snuff, they will snuff it, "dip" it, and "eat" it.

Not content with all this, they will go without tobacco in any form for a month, begin slowly, smoke like Chicago chimneys at last, and then break off suddenly and abstain for a month.

In short, Professor Wiley has outlined a most comprehensive program. The only thing that seems to be lacking is a squad of women poison eaters to throw light on the cigarette problem as applied to the fair sex.

As to the result of these experiments, that remains to be seen. The Anti-Cigarette league doubtless expects great results. So also do the manufacturers. So also do confirmed smokers whose wives make them indulge in the back yard or in the barn.

Generally speaking, however, we expect to see the police called in frequently during the first month. Peace and content and happiness will probably prevail until the last month. The regulars will undoubtedly have to be called out before the last stage of the experiment is completed.

But whether it is better or worse to smoke, or chew, or snuff tobacco, or whether a cigar is more beneficial or less deadly than a pipe or a cigarette, or a cigarette than a cigar or pipe, some authentic and important facts should be learned from these experiments.

And then, when it is all over, the confirmed smoker will keep right on with his cigar or his pipe or his cigarette, or all of them.

BORROWING HALF THE CHARMS.

(From The Kansas City Times.)

"Borax" Wiley is plunging deeper and deeper into the mystic maze of dietetics. Having fed his poison squad on food adulterants, the professor is said to be well pleased with the results, which leaves only the foolish question as to whether food adulterants prove beneficial or deleterious, for the public to solve. He is now planning a campaign with smokers, chewers and snuffers. The object of this experiment is doubtful, but presumably the test has something to do with the effect of tobacco on the human system.

Such an experiment is fraught with danger. After a smokeless month the young men will accept any brand of tobacco with avidity. The perique man early will feel the qualms inseparably associated with his youthful experiments around the corner, while the Cavendish man, once again reconciled to My Lady Nicotine, will want to encroach upon the perique preserves later on. Smokers are notoriously inconstant to their first loves. The rugged fellow who smokes Turkish may not be up to snuff, either. Professor Wiley should bear in mind also that the habitual smoker cannot be adjudged accurately unless his borrowing propensities are considered. Borrowing is half the charm of smoking. Therefore, if each tobacco user be not a walking tobacco shop and cannot supply his fellows with the specified brand, there will be bickering and recrimination instanter.

These experiments should be practical and productive of utilitarian results. Professor Wiley should determine the psychology of tobacco borrowing. Why are some men always out of tobacco when their friends need it? Why do others never have any except what they borrow? (Likewise matches.) The Wiley program bids fair to leave innumerable points untouched. The smoking public would like to know what would happen to the Turks if they tried to consume Turkish cigarettes. The political cigar is a study in itself. Neither the motive of the donor nor the sentiment of the victim has been known exactly. And why is it that chewers hate smoke laden air, smokers abhor chewing, and snuffers pity victims of either habit?

Verily, Wiley is not wise. However, there seems to be small chance of his tobacco camp sticking together for any length of time.

INVESTIGATION UNCALLED FOR.

(From The Cincinnati Gazette.)

Dr. Harvey W. Wiley, chief of the Bureau of Chemistry of the Department of Agriculture, who attained fame as the organizer of the Government "boarding-house squad," upon which he experimented to obtain information regarding the values of different classes of foods, is a man bolder even than was indicated by that innovation. Despite the experience of Professor Atwater, he has undertaken to conduct a series of tests to determine the effect of the use of tobacco on the human system. Professor Atwater, it will be recalled, did this with alcohol, and was condemned from one end of this land to the other because he reached the conclusion that alcohol was, in some measure, a food. It is well known that the feeling against tobacco is similar in kind, though not in degree, to that against alcohol, and what will happen to Dr. Wiley if he should come to decide that tobacco is useful to some constitutions is something that a humane man does not like to conjecture.

Dr. Wiley's investigation is uncalled for, anyhow, as the matter has been fully and authoritatively treated heretofore by one James Matthew Barrie, a Scotchman of repute. His conclusions will be found stated in detail in a volume published ten or a dozen years ago, entitled "My Lady Nicotine." We especially commend to Dr. Wiley's attention, if he really intends to pursue this proposed investigation, that chapter of Mr. Barrie's work headed "The Perils of Not Smoking," wherein is detailed the

[Concluded on page 7]

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE REALM OF THE RETAILERS

PROTECTION FOR CREDITORS.

A credit-man, in writing on the subject of insurance, says:

"There has, perhaps, been no subject to which has been attracted so much of the attention of the credit men, nor one which has so many favorable phases, as that of insuring mercantile stock against loss by fire. The queer part of the whole subject is that the merchant will insure his house, his horse, his cattle and his life, but often does not deem it necessary to protect his creditors by insuring his stock. When one comes to consider the case, there is no need in the mercantile life of the merchant so great as that of insuring his stock. If he loses his cattle, horses or house he, in a measure, only effects a loss for himself and family; if he loses his life there is no loss to any one in a business way, except, perhaps, to the insurance company. Whereas, if he loses his stock of goods, and there is no insurance on it, and if he is of the usual class of merchants—doing business mostly on the capital of his creditors—he at once makes a loss which reaches every individual creditor that he has, and with no immediate prospect of redeeming or making it good. Words are hardly strong enough to urge the retail merchant to a sense of his duty to insure mercantile stock to the best advantage."

REASONS FOR INSOLVENCY.

It is the anxiety to do business beyond the volume that can be safely supported by the capital that leads to overtrading in some of its various forms. The running of several stores, the multiplying of departments, excessive buying, scattering capital in speculative investments and crediting excessively are phases of over-trading that are directly responsible for the vast majority of slow accounts, that form the basis for nearly every offer of compromise, and are the most prominent features in the greater number of insolvent estates. If one has successfully conducted one store it does not follow that he can divide his attention and his capital and run two or more stores with equal success. More merchants fail because of the ownership of branch stores than succeed with them.

"To delegate authority and responsibility, which must in a measure attend the running of separated mercantile establishments, is to assume a great risk; for while many have the ability to execute well for themselves, few have the ability to direct.

In the business of every merchant there should be drawn a danger line in relation to both his capital and his stock, above which his liabilities should not be permitted to rise. If his indebtedness is kept within that limit he will not buy in excess of his ability to pay; if he pays none can criticise his methods, for he can do as he will with his own, but when he strains his capital he abuses his credit—for credit must supply the deficiency of capital—and his creditors then have a right to complain.

SELF-ESTEEM AND SELF-CONCEIT.

I sometimes wonder when I see a good man working at a small salary. It raises a question in my mind whether the man has some "out" about him which has to be taken into account, and which overbalances his good qualities to such an extent as to handicap him—or whether it is because he has drifted on, increasing his ability and his value to his employer without calling the attention of the proprietor to this fact—or, again, if the attention is called, whether it is a matter which is not appreciated by the august employer.

A man cannot have the same cordial feeling and respect for an employer who shows so little appreciation of the value of his services as he would were these advances in salary made spontaneously. Are there no people in your establishment who have been working for you for years—growing in ability and value to you every year—who have never asked for an advance in wages? Are there no people in your establishment who are of such value to you that you could not afford to lose them, even though you had to pay them fifty per cent. more? and are there not some valuable men in your employ whom you would rather pay double what you are paying to-day than have them go to work in a similar position for some of your competitors? Take out your payroll some day, and look it over and see if such is not the case; and if it is the case, don't wait until you are obliged to, but give them a little encouragement—an extra ten a week. It will brighten them up more, and make them work all the harder for your interests.

And right here might be a good place to put in a word for the employe who has plodded along, doing his duty like the good little boy in the story book, waiting for the eagle eye of the employer to focus its gaze upon his superior ability and faithfulness, while the eye grows dim and the hope dimmer. Don't do it! If you know you are giving good service and that you are worth more, brace up and demand it. But be sure you are worth it—don't get self-esteem and self-conceit confounded.

GEO. E. B. PUTNAM.

Effects of Vacations.

I hear a good deal about men who won't take vacations, and who kill themselves by overwork, but it's usually worry or whisky.

It's not what a man does during working hours, but after them, that breaks down his health. A fellow and his business should be bosom friends in the office and sworn enemies out of it. A clear mind is one that is swept clear of business at 6 o'clock every night and isn't opened up again until after the shutters are taken down next morning.

Some fellows leave the office at night and start out to whoop it up with the boys, and some go home to sit up with their troubles—they're both in bad company. They're the men who are always needing vacations and never getting any good out of them.

A careful observer says: "What every man does need once a year is a change of work—that is, if he has been curved up over a desk for fifty weeks and subsisting on birds and burgundy, he ought to take to fishing for a living and try bacon and eggs with a little spring water for dinner."

The fellow who works at the same work, week in and week out, year in and year out, becomes narrow in his thoughts and reasoning. His work becomes a drag, he ceases to get any joy from it and he will come to hate it. Work done under these conditions is usually poorly done and the man is like a worn-out machine.

It takes a day or two for a fellow who is working steady at one thing to get his work off of his mind and get into a condition to enjoy the full benefits of a vacation. All the rest and change of scene and thought one gets from Sundays and evenings is not enough to keep the mind active and the body healthy. The clerk in the country town should take a few days off and go to the city. There he will be able to enjoy a different life and incidentally pick up a few ideas for that store he is planning on starting in the city, when he gets in shape.

The city clerk should take a run into the country, where he can absorb a lot of fresh air and forget to hurry and rush, which he does all of the time. He, too, can look around for ideas on how to handle trade, etc., when he starts that store for himself.

The fellow who tells you he has worked steadily without a vacation for ten years is not a hero. He should be ashamed of presuming to be so selfish with himself.

There are some business houses which go so far as to compel their clerks to take a vacation each year.

The long hours and few holidays observed by the merchants generally make the clerk's life pretty monotonous. Every man owes it to himself and should spend a few days away from his work each year. He will live longer and be worth the more for it.—W. I. M. in Commercial Bulletin.

System in Business.

The object of system is to facilitate work and save time and money, therefore when any system is so arranged that it creates more work and detail and adds to the expense of running a business it is a case of too much system. System is only good when it helps you accomplish the same or better results with less work than before. It is doing the right thing at the right time, and in a way that it will stay done. Get the thing done. The tag ends of unfinished business are time consumers; they drag on, they multiply, they take ten minutes to do if they are done to-day, two hours if they are done to-morrow. Get the thing done. Finish it. Keep your eyes off the clock. Keep your interest undivided. The new problem will be the more easily tackled when the old one is out of the way. System stands at the door and desires admittance to every interrupting detail. System sees that every facility is at hand, at the finger's end. System keeps things from you until you are ready for them. Create your system as you go along. When by no fault of yours a thing goes wrong it is a symptom that there is a lack of system. Sit down then and there and devise a system which will insure that that particular thing will never go wrong. Don't wait until to-morrow to devise the system. There is satisfaction and success in a finished article. There is danger and delay in even an unfinished detail. Proceed calmly, forcefully, quickly, but not hurriedly; get the thing done.

A business run without system reminds me of a wagon run without grease. It runs hard, wears the bearings, makes lots of noise, and sometimes gets a hot box and has to stop altogether. But a little oil of system applied judiciously to the right place stops all the trouble. But what would you think if a man had a wagon with a hot box and would commence rubbing grease on the wagon bead instead of on the axle? You would think that he did not know his business. Well, some merchants do just such foolish things, for when goods don't sell they jump on the salesmen instead of getting after the man who buys the goods that won't sell. But if they would just stop and think and apply a little of the oil of system to the buying of goods, the old wagon would move off as quickly and smoothly as an automobile with ball bearings and rubber tires. System is very necessary to know when to give it, where to apply it and size of the dose.—F. B. Gregg.

Retailers Given Warning.

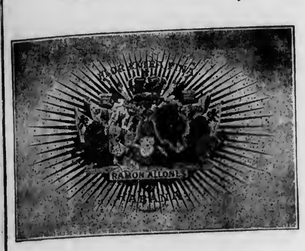
A circular of instructions to internal revenue officers and all others concerned has been issued by the Commissioner of Internal Revenue, calling attention to the gross irregularities and violations of law that now exist in the handling and sale of manufactured tobacco, snuff, cigars and cirgarettes, by jobbers and dealers.

A practice generally prevails of exposing the taxable articles for sale, separated from the packages bearing the stamps denoting the payment of the internal tax.

This, it is said, is a serious violation of the law and regulations which it is the purpose of the commissioner to remedy.

Jobbers and dealers are given until November 1, 1903, to get their stock on hand in order, after which the holders will be proceeded against in accordance with law.

Rabell, Costa, Vales & Company



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Sole Representative of the United States and Canada,
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COMMENTS ON FAKE DISPATCH

[Concluded from page 5]

experience of a Mr. Pettigrew. Mr. Pettigrew, it should be said, is arguing with a lady who had induced the man she had promised to marry, a friend of Pettigrew's, to give up smoking. Pettigrew, in an effort to save his friend, assures the lady that he himself loathed tobacco, and only took it for his health and by orders of his doctor.

"My own case," he said, "is one much in point. I suffered lately from sore throat, accompanied by depression of spirits and loss of appetite. The ailment was so unusual with me that I thought it prudent to put myself in Dr. Southwick's hands. As far as possible, I shall give you his exact words.

"'When did you give up smoking?' he asked, abruptly, after examining my throat.

"'Three months ago,' I replied, taken by surprise; 'but how did you know I had given it up?'

"'Never mind how I know,' he said, severely; 'I told you that, however much you might desire to do so, you were not to take to not smoking. This is how you carry out my directions.'

"'Well,' I answered, sulkily, 'I have been feeling so healthy for the last two years that I thought I could indulge myself a little. You are aware how I abominate tobacco.'

"'Quite so,' he said, 'and now you see the result of this miserable self-indulgence. Two years ago I prescribed tobacco for you, to be taken three times a day, and you yourself admit that it made a new man of you. Instead of feeling thankful, you complain of the brief unpleasantness that accompanies its consumption, and now, in the teeth of my instructions, you give it up. I must say that the ways of patients are a constant marvel to me.'"

This evidence of Mr. Pettigrew's is conclusive, and ought to be a warning to any man who gives up the use of tobacco because he does not enjoy the weed. And, having this positive and authoritative statement of Mr. Pettigrew, what need is there for further investigation? Dr. Wiley should devote his powers to some useful work.

Revenue in Reading.

That from Lehigh County to be Transferred to Doylestown.

Reading, Pa., July 18,1903.

Cigar Manufacturer P. H. Hildebrand has been one of the busiest manufacturers here this summer. He has added a number of cigar makers to his working force and is rushed with orders for his new brand, Don Rex.

The revenue district of Collector Fred W. Cranston, of this city, which at present comprises Berks and Lehigh Counties, has been divided, so that Lehigh will be attached to Bucks, with headquarters at Doylestown. Recently the Treasury Department allowed Collector McCoach, of this district, additional division, with a collector. This will greatly relieve Mr. Cranston, of this city, and Collector Frees, of Norristown, whose territory included Bucks and Montgomery for the past two years. Lehigh was attached to Mr. Cranston's district at the same time. By restoring the districts to their former size, Messrs. Cranston and Frees will again be able to perform their duties without working at night, as they were required to do. Lehigh manufacturers who bought their cigar stamps here will now go to Doylestown. This will make a big difference in the receipts of the Reading office, but Mr. Cranston and Stamp Clerk Trexler are expressing no regrets, and state that they are well pleased with the change.

George H. Yocum, the Chicago representative of Yocum Bros., cigar manufacturers, is spending a week here conferring with the firm. He reports the cigar trade in the West in good shape and states that his sales have been heavy all summer.

Internal Revenue Collector Fred W. Cranston, who is in charge of this district, reports the cigar industry as being very busy. The factories are in operation with increased working forces, and many orders on hand. He states that the output for the year will be far in excess of that of last year. There are over 300 factories in operation in Mr. Cranston's district, and almost 150,000,000 cigars are made here every year.

Last month the Victor Thorsch Cigar Company, at Allentown, produced a million cigars. Six months ago the firm was making but 200,000 a month, but has since extended its trade very largely.

Yocum Bros. have added a large force of hands. Recently the firm opened the factory as early as 6.30 A. M., in order that employes who desired could go to work in the cool of the morning and make additional time. The firm is importing its own tobaccos from Cuba in large quantities.

The cigar factory of E. E. Kahler is one of the busiest in this section. It has been running four nights a week this hot weather owing to the rush of orders. Over 150 hands are employed. The sales are increasing every month. Mr. Kahler's latest new brand is the La Philadencia, a dime domestic cigar. Mr. Kahler enjoys a large local trade, but sends a large block of his output to the Western States.

Frank B. Ream, cigar manufacturer, has shipped 25,000 of his Trades' Union brand to Galveston, Tex. An order for 15,000 of the same brand was shipped to Pittsburg. Mr. Ream recently returned from a Western trip and reports business in excellent shape.

John J. Roth added seven cigarmakers to his force last month. He is rushed with orders and he regards the trade outlook as entirely satisfactory. He enjoys a large run on his Modern Woodmen brand.

J. C. Dernell, who has been operating an extensive union factory at Pottsville, Pa., has secured a factory building at 137 and 139 Cedar street, this city, and will bring his entire business here. He is expecting to employ a largely increased force as he finds his trade, which is largely on the "John Mitchell" brand of union-made goods, expanding very rapidly.

The inventory, etc., in the insolvent estate of Crouse & Co. shows assets as follows:

Fixtures	$3,012.32
Book accounts	3,419.74
Equity on business property	2,500.00
Equity on residence	300.00
	$9,432.06

The liabilities amount to $20,229.44.

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA 123 N. THIRD ST. PHILADELPHIA

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MANUFACTURERS OF

Fine Union-made Cigars

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Manufacturer of the

SPORTY BOY 5c Cigar

POPULAR EVERYWHERE

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E. E. Kahler,

328 to 332 Buttonwood Street,

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Manufacturer of High Grade

Seed and Havana CIGARS

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L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos

153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

BUSINESS IMPROVING IN HAVANA.

Buyers Arriving Almost Daily, But All of Them Have Occasion to Use All Their Knowledge and Shrewdness in Making Bargains.

HAVANA, July 13, 1903.

Business during the past week in the Havana market has been quite active and it was fairly well distributed. Owing to increasing receipts from the country, which mounted up to over 14,000 bales, sales were more than doubled as compared with the previous week. Clear Havana cigar manufacturers are arriving by every steamer from Key West and New York. The wide-awake dealers do not neglect to pick up all lots of old Remedios that are good, readily paying higher prices for them, as they feel convinced that the market is in the incipient stage of a considerable advance for this article.

Notwithstanding all the bustle and activity it seems, as previously stated, that, owing to Nature's vicissitudes in producing the 1903 crop, there is no money to speak of in the handling of Vuelta Abajo and Partido tobacco this year from the farmer to the packer and down to the manufacturer, while the Remedios leaf so far has resulted principally in a heavy loss to the farmers only, as the dealers, with true foresight, have kept their hands off from this crop. It remains to be seen yet what this style of leaf may encounter with the advancing season, perhaps at ruinous prices. Everybody seems to be in the dark yet whether there will be any medium heavy quality goods or not, and whether there may be from 10,000 to 20,000 bales of first and second Capaduras perhaps, as so far it is all a matter of guesswork.

The new Vuelta Abajo and Partido growths are finding more and more favor every day; the scarcity of wrappers becomes more pronounced as the season advances.

Sales amounted to 7900 bales in all—3600 Vuelta Abajo, 2700 Remedios and 1600 bales of Partido. The United States secured 5800 bales; for Europe 200 were taken, and 1900 bales have entered into consumption by the Havana cigar and cigarette manufacturers.

Preparations are going on in the country to secure suitable sites for the coming seed beds in the hills of the Vuelta Abajo and Semi-Vuelta districts by cutting down trees and preparing the ground, although the sowing will not become general for a month to come.

Arrivals and Departures.

Arrivals of buyers included Harry Erlich and S. J. Janover, of the Arlich Manufacturing Company, New York; Oscar Reinach, of the M. Fernandez Company, New York; Pedro San Martin, of the P. San Martin & Co., Tampa; W. Arnold, of the Ferdinand Hirsch Company, Key West; M. Suarez, of Tampa; D. E. Valdez, of the Lilienfeld Bros. & Co., Chicago; Morris Winter, of the M. Perez Company, Tampa; V. Bustillo, of the Bustillo Bros. & Diaz, Tampa; B. Spector, of the Spector Bros., Chicago; A. L. Cuesta, of the Cuesta, Rey & Co., Tampa.

Departures were: P. San Martin, for Tampa; S. L. Goldberg, for New York; Gustavo Bock, for New York and Tampa; Adolfo Moeller, for New York.

Havana Cigar Manufacturers.

More orders are beginning to come in, but it seems that the Independents are reaping the larger share, which is best illustrated by the fact that the "H. de Cabanas y Carvajal" had to discharge 100 cigarmakers for want of orders, while H. Upmann & Co., on the contrary, seated 100 cigarmakers more the past week. Such straws indicate the side from which the wind is blowing. H. Upmann & Co., always alert to secure the best Vegas of the Vuelta Abajo "tierra llana" district, purchased 540 bales last week. Behrens & Co. were also liberal buyers in the country, and Don Carlos Behrens has just gone to the Vuelta Abajo to add another 400 bales of San Juan y Martinez to their already large stock on hand.

Another old and well known Vuelta Abajo factory, "El Rico Habano," of Enrique Dorado & Co., established since 1860 and which is independent, is making great headway in the United States and Canada, as well as in Europe, as Don Enrique is one of the pushing sort of men who looks zealously into everything from the buying of the finest "Vegas of Vuelta Abajo" to the proper blending of the fillers, and a faultless making of the cigars down to the proper distribution of his product in the several chief marts of the world. No wonder that he is successful!

A commission house has received a letter from its agent for Sweden and Norway in which the latter wrote that a Hamburg Trust concern had sent a circular all over these countries stating that it had taken hold of the independent factories, "Flor de Partagas" Benito Suarez, Capitana and some other brands, which is an absolute untruth. The League of Independent Manufacturers has not taken any steps, but will nail this lie as soon as it sees the original circular. All independent factories will very soon have a special outside label pasted upon their boxes of cigars so that purchasers can distinguish them at a glance from all others.

Buying, Selling, Etc.

J. Bernheim & Son have purchased 1000 bales of old Remedios, 1st Capaduras, the best that are still here, and have invested largely in the Vuelta Abajo new crop.

Cano y Hno sold 1500 bales of Vuelta Abajo and Partido, their own choice packings.

P. San Martin purchased over 1000 bales of Vuelta Abajo and Partido.

Sobrinos de A Gonzalez were sellers of 1200 bales of Vuelta Abajo and Remedios.

ESTABLISHED 1844

H. UPMANN & CO.

HAVANA, CUBA

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169

OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.

MAKERS OF

PURE HABANA SEGARS

"At the SIGN of the BULL DOG"

Maiden Lane and Water St.

New York.

Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. *Cable: "Suarco."*

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

E. A. KRAUSSMAN
Importer of HAVANA TOBACCO
170 Water Street, NEW YORK

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. *NEW YORK*

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Estrella 35, 37, Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270. Habana.
Cable: ZALEZGON.

Bridat, Mont Ros y Co.
Mercaderes 35 Havana
Exportors of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

G. NEUHAUS. F. NEUMANN.
Neuhaus, Neumann & Co.
COMMISSION MERCHANTS
SHIPPERS OF
LEAF TOBACCO and CIGARS
HAVANA, CUBA.
Office: OBRAPIA 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

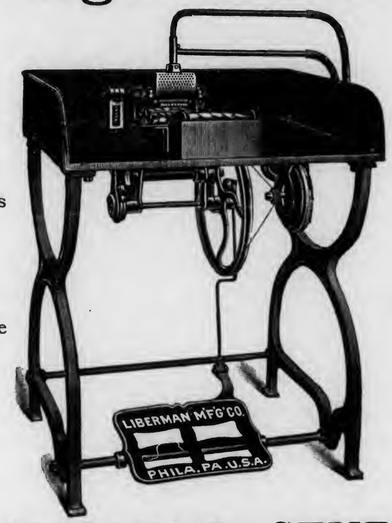
AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

READY FOR THE MARKET

Liberman's Cigar Branding Machine

All Defects of Others Avoided
Many New and Valuable Features
Capacity Practically Unlimited
Construction Simple and Durable
Work Uniform



Brand Neat and Distinct
No Annoyance from Lampblack
Complete Set of Type With Each Machine
Intensity of Heat Regulated by an Ingenious Blast Device, Securing Very Legible Lettering on the Cigar

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223--5--7 South Fifth Street, PHILADELPHIA, PA.

Garcia & Co. bought the famous Vega "Chamizo" in the tierra llana district, consisting of 25,000 matules. They intend starting a second escojida in Vuelta Abajo.

Juan Diaz Inguanzo disposed of 1000 bales of old Remedios.

Aixala & Co. report no sales, but they were very busy in receiving some extra fine lots from their various escojidas of Vuelta Abajo in the tierra llana district, Remates, Artemisa and Tumbadero.

S. L. Goldberg & Co. sold 1200 bales of all kinds of Leaf Vuelta Abajo, Partido (Tumbadero) and old Remedios.

Rabell Costa & Co. closed one big transaction of 800 bales of Vuelta Abajo.

Leonard Freidman & Co. secured the famous Vegas of Alfonso Gonzalez and Celestino Prieto, which are both good sized lots of the best "tierra llana" district and they are still in treaty upon several others. They shipped 100 bales Vuelta Abajo this week.

Walter Himml sold out his old Remedios stock, some 400 bales, as he was satisfied with the prices offered for them and does not want the earth by holding on. In the meantime he is paying all his attention to his Vuelta Abajo packings.

Sobrinos d V. Diaz closed out 200 bales of Remedios, buying largely also of Vuelta Abajo in the country. He has just received the first lot of the fine Partido Escojida in "San Pedro."

Jorge y Castaneda turned over 200 bales of the celebrated Tumbadero packing to local cigar factories.

Sanchez y Haya have been liberal buyers of the new crop of Vuelta Abajo.

Jose Menendez sold his Santa Clara packing 1st Capaduras (217 bales) and has received up to now nearly 500 bales of his fine Partido escojida.

G. Salomon y Hnos disposed of 250 bales of old Remedios this week.

The Loeb Nunez Havana Co. sold and shipped 100 bales of Remedios and Vuelta Abajo to the United States and Germany.

Bruno Diaz & Co. turned over 200 bales of Vuelta Abajo and Partido to local and Northern factories.

Antonio Suarez closed out 100 bales of Vuelta Abajo to a city manufacturer.

Receipts of Tobacco from the Country.

	Week Ending July 11. Bales	Since Jan. 1. Bales
Vuelta Abajo	10,698	57,297
Semi Vuelta	209	1,776
Partido	2,361	18,612
S. Clara & Remedios	821	33,999
Matanzas	—	63
Santiago de Cuba	102	1,819
Total	14,191	113,566

Lancaster Cigarmaking.

Business Not as Good as it was at This Time Last Year.

Lancaster, Pa., July 20, 1903.

Though the leaf market is practically dull and quiet, local dealers express themselves as well satisfied with the results of the trade at this season of the year. A number of the dealers have hied themselves with their families to the seashore or mountain resorts, or sought relief and recreation in traveling in some foreign clime. With the cigar manufacturers there is no change; they report trade very quiet and far behind the activity shown at this time last year.

Dan Manheimer, of the Imperial Cigar Company, has returned from a two months' trip through the Middle-Western States, having had very satisfactory results.

X. Hanna and wife, of Dayton, Ohio, returned to their home on Thursday, after rusticating at Lititz Springs for two weeks.

A number of tobacco farmers in the vicinity of Marietta have already commenced topping their tobacco, and early as it is, some few of them have almost their entire acreage topped. The half-acre plot on the farm of Dr. H. M. Alexander, which was last season planted under cover and was used as an experimental station, is again planted, and cover-grown tobacco is being raised. The tobacco looks very well, and will no doubt prove as successful as last year.

Recent visitors in town were Billy Levison, representing J. Bernheim & Son, New York; Henry Seivers, representing Sneeringer & Co., Baltimore.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

Losses of Frisco Men.

Meeting to be Held in Hope of Relief From Part of Burden.

San Francisco, July 14, 1903.

To-day the merchants of San Francisco will hold a meeting to discuss what action may be taken on the great loss of shipments to local points because of the Eastern floods. By the big drop shipment deals of the American Tobacco Company, thousands of merchants here are threatened with being loosers. No action can be taken against the railroads who stand on the defense of the "act-of-God" plea. The American Tobacco Company claims that the bills of lading when once in their hands absolve them from all liabilities. As a result the loss promises to fall either upon the consignee or upon the merchant and it is a loss so serious that some method of alevlating it will be sought.

Sam Goslinsky, of E. Goslinsky & Co., leaf dealers, has returned from his trip to Amsterdam and other tobacco centers in Europe. He returns filled with ideas of how things are done in other lands and is planning to install some of them in the business here.

C. A. Peters, who was formerly proprietor of the El Frisco Cigar Factory, on Larkin street, has recently moved to Sausalito where he will open a factory and where he expects to build up a healthy business.

Mr. Pendleton, of Horn & Co., wholesalers of tobacco on Battery street, reports that the wholesale trade of San Francisco shows continued signs of improvement and with his firm in particular has been excellent.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

DEUTSCH BROS.
Union Made
CIGARS
of Merit
1397-1399 AVE. A. NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

E. M. KELLER,
Manufacturer of High-Grade Havana and Domestic
CIGARS
Private Brands a Specialty. Correspondence solicited.
Leading Brands:
Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.
READING, PA.

Willard Bros., wholesalers of Market street, are making alterations in the front of their retail department by putting in a partition for the purpose of renting unnecessary space.

Theodore Fendler, manufacturer, of San Mateo, was in San Francisco last week making a purchase of leaf tobacco.

Fred Starr, a cigar manufacturer, of Sacramento, who has been to Santa Cruz, taking a vacation, stopped in San Francisco on his way home for the purpose of taking some leaf tobacco along with him.

H. L. Juddell & Co., are having an unusual run on their "Buen Tono" Mexican cigars, the "La Mascota" and the "Red Top" American brand. Emile Juddell will soon return from his extended trip in the North and then H. L. Judell will himself go for a business and pleasure trip in the South.

M. Samter, of M. Samter & Co., reports that the spring trade among the wholesalers was not as good as it was a year ago, but that business is now rapidly improving.

J. L. Daniels, Pacific Coast representative for J. Friedman & Co., is back from his tour of the Eastern States.

M. Wolf, with A Coolot & Co., has been placed in the Sacramento Valley. The company is doing an excellent business on the better grades of cigars, especially on the La Correcta line, but reports that the five cent lines are demoralized and that nobody is making anything on them.

G. A. Karpe, representative of Trijello & Co., will arrive in San Francisco within a short time. He is at present in Seattle, Wash., with J. W. Madison. They will separate in Seattle, Mr. Madison returning to New York and Mr. Karpe coming to San Francisco.

Mr. Vail, manager for the cigar department of Wellman, Peck & Co., has been laid up at his home for a few days as the result of a nail wound.

E. J. Gillen, representing A. Coolot & Co., has returned from Sacramento, in which locality he found the tobacco business showing activity.

Herman Heyneman, of the American Tobacco Company, left this week to visit headquarters in the East. The oldest daughter of Mr. Heyneman, Mrs. Greenebaum, who has been suffering with appendicitis, and whose condition for a while was very serious, is now out of danger.

The Colonnade, on California street, has changed management, the new proprietor being W. N. Hannigan.

William Lewis & Co., cigar manufacturers on California street, report that the manufacturing business continues active, especially in the demand from the country.

Thomas McCabe, the cigar manufacturer whose place in Savannah was burnt out, has located on K street under Clunie's Opera House, where he will fit himself up a convenient factory and store.

The case of the Havana Commercial Company against Erhmann Bros. & Co., and others, to restrain them from using labels or bands and yellow ribbons in imitation of those used on La Africana cigars manufactured by the first company, has been satisfactory settled. The attorney for the plaintiff appeared with a written consent of the defendants to everything he asked against them, and also an agreement to settle on payment of $5000, together with costs. The defendants have thus given their consent that a permanent injunction be issued. A number of other firms and other individual dealers were named in the complaint, but by the terms of the stipulation they are released from all liability.

The cigar store of F. E. Krueckel, at 116 Leidesdorff street, was robbed last week by two men, who escaped with goods to the value of $100. A laborer, T. Toomey, was arersted on charge of stealing the cigars.

A new ordinance in San Bernardino, Cal., which provides a license fee for dealers in tobacco and cigars is meeting with much opposition by the merchants, who paid the fee under protest. When the tax collector calls upon Harrison & Pase, it is thought that they will refuse to pay and will bring the matter into the Courts.

The contract for furnishing the tobacco for the hospital in Eureka, Cal., has been let to C. V. Otto at $296.

T. R. Richards, of Los Angeles, has accepted a position with the Fred Barman Cigar Company, of that city, and will have charge of the wholesale department.

William Donohoe, a cigar dealer of Sacramento, Cal., has gone to Harbin Springs to take a month's rest.

A. A. David, president of the Porto Rico Cigar Company, of San Juan, is making a tour of the United States and stopping for a time in Helena, Montana. He is a warm friend of Governor William H. Hunt, of San Juan, who was former Justice of the Supreme Court at Montana.

From Non-Contiguous Territory.

The commerce of the United States with its noncontiguous territory will amount to nearly one hundred million dollars in the fiscal year just ended. The figures for 11 months ending with May, 1903, as announced by the Department of Commerce through its Bureau of Statistics, amount to $86,581,026, and as those for the single month of May amount to nearly nine million dollars, it is apparent that the total for the full year will fall but little below one hundred million dollars. The commerce from Porto Rico included: tobacco and manufactures thereof, $1,813,642—of which $1,681,608 was for cigars; from the Philippine Islands, tobacco and cigars, $36,732.

The Volume
OF OUR
BUSINESS
PERMITS US
TO SELL
Leaf Tobacco
AT THE
LOWEST
POSSIBLE
PRICES
Sutter Bros.
INC.
New York
Chicago
St. Louis
Havana

Importers of
J. & E. Cranz, Sumatra Tobacco,
New York 144 Maiden Lane. Amsterdam Frascati.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA

HAVANA
TOBACCO COMPANY
TRADE MARK
111 Fifth Avenue, NEW YORK
SELLING AGENTS for these Brands of Imported Havana Cigars:
La Flor de Henry Clay — La Carolina — La Africana
La Espanola — La Flor de Yncian — Manuel Garcia Alonso
La Corona — La Vencedora — La Antiguedad
La Flor de Naves — El Aguila de Oro — La Comercial
La Flor de Cuba — La Intimidad — La Flor de Murias
La Meridiana — La Rosa de Santiago — La Rosa Aromatica
A. de Villar y Villar — Estella — J. S. Murias y Ca.
H. de Cabanas y Carbajal.

LEOPOLD SCHMID FRANK LANGE
L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK

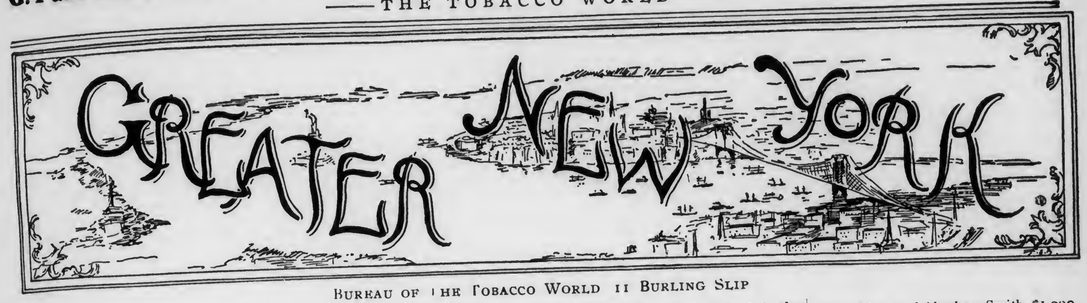
JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

I J SCHOENER. I M JACOBY.
I. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
169 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York



BUREAU OF THE TOBACCO WORLD 11 BURLING SLIP

An old member of the trade whose own success in life is proof of his attention to business throughout his long career, was discussing the Universal Tobacco Company apropos of the recent newspaper publications concerning the trouble of William H. Butler, the president of that corporation, and his brother, George P. Butler.

"I have known William H. Butler," said the gentleman referred to, "ever since his connection with the Kinney Bros. began many years ago—I knew him when he was secretary of the Kinney Bros. Company. There does not exist, and there never has existed in this or any other country, a man who so well understands how to make good cigarettes, and when, in October, 1890, upon the formation of the American Tobacco Company, Mr. Butler became the First Vice President of that corporation I thought, as did all who had watched his career, that he was the right man in the right place. Up to his resignation of his vice presidency there had been nothing spectacular or puzzling in the conduct of William H. Butler. He had marched along a straight road in a straight business-like way. Now, I dont know anything about why Mr. Butler resigned the First Vice Presidency of the American Tobacco Company, neither am I criticizing Mr. Butler. He is so straight a man that I am sure he has done nothing which, upon a final analysis, will not be found to have been straight. But, without venturing to criticize Mr. Butler, I may be permitted to say that if, since he left the American Tobacco Company, he has been honestly in opposition to Mr Duke, it is singular that he should have been the means of shaking down into Mr. Duke's lap the very plums that Mr. Duke most wanted—the Liggett & Meyers Co., the Blackwell's Durham Tobacco Co., the McAlpin Tobacco Co., the Harry Weissinger Co. and the Henry Clay and Bock & Co syndicate. Mr. Butler boasts, I have heard, that the sale of the Liggett & Meyers Co. and the Blackwell's Durham Tobacco Co. to the American Tobacco Company was a very great coup, but if he was really bent on crippling the trust why did'nt he keep these most valuable plants for himself? Was he really outwitted, as has been so frequently said, in the matter of the McAlpin Tobacco Co., the Harry Wessinger Co. and the Henry Clay and Bock & Co. syndicate? Maybe he was, but then maybe, on the other hand, he wasn't. Can it be possible that Mr. Butler has really never in truth quarrelled with his old chief and that the Universal Tobacco Company has been only ostensibly and to outward seeming a competitor to the American Tobacco Company right on the ground in New York city so as to keep out of that city other manufacturers who by being on the ground, rather, than in Richmond, or Louisville, or Detroit, or some other place remote from the metropolis, would gain the gorgeous advertiseing which a mere location in New York city carries with it? George P. Butler says, I see, that the Universal Tobacco Company is about to remove its plant to Lynchburg, Va. If it does Cameron & Cameron ought to secure the building at Tenth and Greenwich streets now occupied by the Universal at once. If not Cameron & Cameron, then the R. A. Patterson Co., or Wells & Whitehead or some other equally prominent independent concern. New York city would probably give the new comers a very hearty welcome—and Mr. Butler from Lynchburg could view the ensuing proceedings with disinterested unconcern."

***

A well-known member of the tobacco trade of Germany who is spending his mid-summer vacation in New York tells an interesting story about the operations of the American Tobacco Company's German branch, the George Jasmatzi Co. of Dresden.

"Of late," says this gentleman, "the German dailies have published half page and full page advertisements of the Assim brand of Turkish Cigarettes manufactured by the George Jasmatzi Co. This brand is offered to the public at 10 pfennigs, 2½ cents American for each package of ten. They are not at all a bad cigarette and the Germans are buying them freely. The American Tobacco Company is also said to be in treaty for the cigar manufacturing business of L. Nolff, of Hamburg, whose product is of the highest domestic grade. It is also whispered in Germany that the company is seeking to buy the business of Loeser & Wolff, who have several large cigar factories throughout Germany and who own and operate about eighty retail cigar stores in Berlin. The latest European gossip about the American Tobacco Company is that it is seeking to take over the business of the state monopoly in tobacco in Servia and Roumania, having been unable to do anything in the same line with France or Italy."

***

S. L. Johns, of McSherrystown, Pa., was in New York on July 17.

***

Don Luis Marx, who is one of the best known tobacco growers of Cuba, and, on account of his numerous charities, one of the most highly respected citizens of Havana, sailed for home on the steamer Mexico on July 18. Don Luis believes enthusiastically in the future of Cuba. He says that Cuba is the very best place in the world for Americans with capital as well as for those who have no capital but who are animated by an ambition to succeed. He is of opinion that ultimately the best element of the Cuban population will be unanimously in favor of annexation to the United States.

***

The Havencia Cigar Co. was incorporated at Albany on July 17. Capital, $25,000. Directors, P. F. Nix, Elizabeth, N. J., Mayer Arnold and Herman Espen, New York.

***

The smuggling of Sumatra tobacco goes bravely forward at Hoboken. On the morning of July 18, nineteen packages of Sumatra were found by the police in Bernard Goldman's Hoboken saloon. The tobacco is valued at $2,500. Goldman was arraigned before Recorder Stanton and was turned over to the United States authorities, who will probably go to sleep over his case.

***

A petition in bankruptcy has been filed against the Garcia A. M. Cigar Factory Company, manufacturers of cigars at 46 and 48 Marion street, by the following creditors, Mamie Smith, $500; Sarah Smith, $695, and Abraham Smith, $1,000 all for money loaned. The company was incorporated on January 2, 1903 with a capital stock of $25,000.

***

The American Stogie Company has elected these officers and directors: C. M. Logue, president; H. W. Cobb, first vice president; C. C. Dula, second vice president; H. D. Kingsbury, t easurer; E. M. Brash, assistant treasurer; W. D. Sharpe, secretary; G. M. Gales, assistant secretary.

The $12,000,000 of stock of the company is largely held by members of the American Tobacco Company. the American Cigar Company, the Continental Tobacco Company, and the Consolidated Tobacco Company, and these four corporations have sold to the new stogie company the entire stogie and toby manufacturing branch of their concerns. The stogie company has also purchased the entire bond issue of the United States Cigar Company, and has bought its common stock and a majority of the preferred stock. The latter company owns many important plants, including some of the largest stogie factories in the world, having an output of about two hundred and fifty million stogies a year.

The purchase of the United States Cigar Company was arranged by Moore & Schley and George B. Hanford, a director of the cigar company.

STATE FEE PAID.

The Continental Tobacco Company, an incorporation of the state of New Jersey, filed its annual statement for 1902 with Secretary of State Laylin Saturday and paid a fee of $3,576.36. The fee was due last September, but the company delayed matters by filing numerous briefs and documents, finally yielding to a decision of the Supreme Court. The fee for this year for the same amount will be due in two months.—Columbus, (O.) Press.

—National Organizer James Wood, of Cincinnati, was in Baltimore last week, the special object of his visit being to investigate a rumor that counterfeiters were duplicating the label of the Cigarmakers' Union in Baltimore.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, **171 Water St., New York**

ATTENTION

CIGAR MANUFACTURERS!

A Sweet Cigar is what the Smoker Wants

SPANISH SWEET
Makes a Sweet Cigar

It is the greatest Aromatic Sweetener and Blender of Tobacco ever offered to the Manufacturer. Cheap and easy to apply. It Smooths and Blends all Tobaccos. Makes bitter Tobacco Sweet. Kills all bad smell, and rawness, producing uniformly Sweet Cigars that the Smoker wants. Use it freely, properly, continuously—Success is yours. Hundreds of manufacturers are using it successfully who would not be without it at any price.

Costs no more than Six to Seven Cents for a Thousand Cigars

Large Trial Bottles, $5.00 Send for one at once—don't delay
Make a Sweet Cigar

JONES CHEMICAL CO., P. O, Box, 106, **BROOKLYN, NEW YORK**
Established 1884

THAD. H. HOWE RESIGNS.

[Special to The Tobacco World.]

Chicago, July 22.—Thad. H. Howe has resigned the Presidency of the Cigar Dealers' National Association.

Spanish Sweet.

Very many smokers prefer a cigar which is artificially flavored. There are many harmless flavors, but they vary in quality. Particularly popular are cigars flavored with "Spanish Sweet," which is manufactured by the Jones Chemical Co., P. O., Box 106, Brooklyn, N. Y. The company was established in 1884. Some of the advantages of using "Spanish Sweet" are stated in the company's advertisement which appears on another page of this issue of The Tobacco World.

CONCERNING CUBAN TREATY.

Views of Delegate Who Visited Island in Interests of Business Men.

(From The New York Commercial.)

As soon as President Roosevelt announces the date of the extra session of the House of Representatives to consider the Cuban reciprocity treaty the members of the Merchants' Association of New York will receive the report of H. D. Dumont, who was delegated to visit the islands and investigate economic and commercial conditions.

This report will furnish the basis for arguments in favor of the acceptance of the treaty. So sanguine is Clarence Whitman, president of the association, of the concurrence of the House in the favorable action of the Senate, at its extra session last spring, that he is planning a company to maintain sample rooms in Cuba, in which the products of various American industries will be shown.

Mr. Whitman and his son visited Cuba in April. They made a hurried trip and say that they saw at once the possibilities of Cuba as a market for American goods.

"The President told me last winter," said Mr. Dumont, "that the treaty could be passed without the indorsement of the House. There was a question among Southern Senators as to their right to pass a treaty interfering with customs revenues.

"Legal authorities high in the profession say the President and Senate have the power to enact any treaty when reciprocal. This Cuban treaty is reciprocal for the reason that the per cent. to be taken off the duty on sugar will be more than compensated by the profit to merchants and manufacturers of this country from the sale of additional goods in Cuba under Cuban tariff reduction.

"In tobacco it is my belief that it would be of great advantage to manufacturers of cigars in the United States to make a reduction on the duty to 35 cents a pound on wrappers as well as fillers. The reduction on cigars should be 50 per cent. off the present tariff and I believe that the Government of the United States would get a larger revenue from the duties under these deductions than it is getting at present.

"On cigarettes I have suggested a reduction of 70 per cent. and that gives the American manufacturer of cigarettes a wide enough margin for an excellent profit. It would also allow the American smoker to buy the Havana cigarette which he is now almost prohibited from doing by reason of the excessive duty placed upon them

"I brought back with me 1200 cigarettes that cost me $1.71 in Cuba. The duty was $14. This was $4.50 a pound and 25 per cent. ad valorem. The cigarettes weighed three pounds. The paper weighed more than the tobacco. The actual tobacco was not over a pound. Yet with internal revenue added to tariff I paid $15 to the Government to get these cigarettes into this country.

"That sort of tariff is not only ridiculous but outrageous. I believe in protecting our people, but this sort of protection carries a good thing too far.

"It is calculated that additional American goods to the value of at least $20,000,000 can be sold annually in Cuba if the tariff changes are made. As the island increases in prosperity and population the trade will grow proportionately."

RECEIVER ASKED FOR.

Proceedings Against Management of Universal Tobacco Co.

At Trenton, Chancellor Magie has granted a rule to show why a receiver should not be appointed for the Universal Tobacco Company. The rule was granted on the application of Edwin McAlpin and is returnable at Jersey City, August 3.

The assets of the company are given as $1,135,010, and the liabilities $802,745. It is charged that assets of $532,000 represent raw material which would not bring over $275,000 at forced sale, and that the machinery, which is valued at $227,000, would not bring over $50,000.

It is also charged that the company is mismanaged by W. H. Butler, its president, in the interest of himself and his brother, George P. Butler. The two Butlers own a large amount of stock, and it is asserted that they are able to control the management of the corporation under a voting trust, which now exists.

It is asked that this voting trust be dissolved. It is particularly charged that Butler is using his opportunities for the benefit of the Commonwealth Tobacco Company, in which he is interested.

After he had been served with the papers in the case President Butler said: "I shall endeavor to make this trial the medium through which certain officials, United States Senators, representatives and members of Legislatures may give evidence regarding their connection with the tobacco trust of America and Cuba."

DAMAGED TOBACCO CONDEMNED.

Results of Official Examination of Freight Soaked in Western Floods.

Health Officer Waring, of Koosos City, Mo., has completed examination of freight delayed by the recent floods. A large consignment of tobacco was included and all of it was personally inspected by Dr. Waring. Only a small part of the tobacco, that which was contaminated with mud, was condemned. That which was only water soaked was passed as uninjured.

Dr. Waring said that no germs can live in tobacco and consequently the polluted flood water could not hurt it. The mud, however, which had soaked into some of the cases acted as a culture medium and kept the germs alive. His conclusion was that the man who chewed the mud damaged tobacco would get sick.

The smoking tobacco, however, was all condemned. Dr. Waring decided that it was too mild to kill the germs. The stronger properties which act as germ killers in the chewing tobacco were destroyed, he said, by the drying and the adulteration to which the smoking tobacco was subjected in preparation.

GENERAL NOTES.

Paper cigar boxes are made in Anderson, Indiana. Double sheets of corrugated paper are faced with strong smooth paper and the box is then decorated to suit the cigar manufacturers. Labels and trade-marks are put on the paper boxes after the style of the wooden boxes.

J. L. Jackson, of Winterville, Virginia, has invented an electric alarm for tobacco barns. It can be regulated for any temperature desired and is so constructed that in the process of curing tobacco if the heat runs too high or falls too low the alarm bell will ring.

Port Chalmette, La., is enjoying a brisk tobacco export trade to Bremen, and judging by the number of sailing vessels lying at the dock the business will be kept up for some time to come, as the tobacco is received in hogsheads, and by the slow horse hoisting process, it takes almost one month to load one vessel. One vessel is now being loaded and four others are waiting.

BOLTED CIGAR BOARDS
MANUFACTURED BY
L. L. BEDORTHA
WINDSOR, CONN.

PHILADELPHIA

UNDER THE SUNDAY LAW.

Among the Sunday-law cases before Magistrate South last Wednesday were ten from Tacony, in which V. S. Smith and William Gabriel, representing the Northwestern Men's Business Association, were witnesses. Other cases which F. B. Robertson conducted as prosecutor were against A. Kruger, of Ninth and Cherry streets, and D. R. Truitt, of 408 South Seventh street.

"This man," said Mr. Robertson in the Kruger case, "has boasted that he has a pull and can violate the law without fear of punishment. He says he is protected by your Honor and Mr. Vail."

"By me?" returned the Magistrate in a tone indicative of surprise.

"Yes, by you," repeated Mr. Robertson.

"Four dollars and costs," said the Magistrate, as he turned to his record of penalties and made the entry.

"May I say a few words?" asked Kruger.

"Yes," was the reply of Judge South; "you may say a few words, but it's all over."

In the case of Truitt, a negro, Mr. Robertson stated that the arrest had been made because Truitt was favored by representatives of the Sabbath Association, Parnell, one of the professional reformers, having repeatedly had opportunities to arrest him and having failed to do so. In this case Mr. Robertson asked that the fine be remitted, and volunteered to pay the costs. Such an arrangement was made.

Costs of $2.50 each were ordered paid in cases as follows: Conrad Bock, 2108 Bridge, Bridesburg; R. A. Cooper, 522 South Twelfth; J. H. Getts, 505 South Fifth; D. R. Truitt, 408 South Seventh; Frank Lesher, 3701 Longshore; Charles Muller, 7101 State road; Joseph Broski, 8249 Frankford; B. W. Green, 8101 Frankford; Thomas McCabe, 6734 State Road; John Weidert, 7138 State Road.

The cases on which a fine of $4 and costs were imposed were those of Chas. Julianna, 709 South Eleventh; William Hill, 723 South Eleventh; Otto Miller, 802 Vine; Horn & Hardart and A. Krueger, Ninth and Cherry; William Faldon, 3507 Longshore; Chris Gereke, 7132 Tulip; John S. Derr, Seventh and Green; J. Del Marco, 913 South; T. Davis, 500 South Twelfth; C. A. Eckles, 301 North Sixth; A. H. Faust, 229 North Ninth; J. D. Farwakis, 1211 Market; J. P. Farwakis, 208 North Eighth; M. Kaufman, 504 South Fifth; Mizpah Cafe, 1303 Market; Benjamin Podolneck, Fourth and Callowhill; E. Nocelis, 1015 South; P. Rosenberg, 250 North Eighth; J. M. Stoever, Broad Street Station drug store; Edward Shaw, 248 North Eighth; G. W. Shettleworth, 4718 Tacony; John Wertz, Ash and Thompson.

NEW VENDING MACHINE.

How many years have passed since the coin-in-the-slot idea was first applied to vending machines? Twenty years or so. How many millions of cigars would have been sold between then and now if a machine which nobody could "beat" had been devised! Soon after vending machines for chewing-gum, for weighing, etc., were introduced, cigar-selling in the same way was attempted, but the mechanism was so imperfect that any piece of metal the size and shape of a nickel, would operate it, and as a result so many brass and iron discs were used that that method of disposing of cigars proved a losing game, and the use of the machines was discontinued. Now, however, a machine which seems to provide the needed protection has made its appearance. One of these has been in use about a month in front of the store of John S. Geller Sons & Co., on Market street, and has made a good record. Not only is a piece of metal of a certain shape and diameter necessary, but it must be exactly of the thickness of a nickel in good condition, and of the same weight, and also must have a raised rim. Even a genuine coin worn smooth will be rejected just as a brass blank or a cent will be. There is provided on the front of the machine a small cup for rejected coins and blanks to fall into for return to the operator. When pennies are placed in the slot they always slide through the machine into the cup without releasing a cigar. Smooth coins and blanks, however, do not always pass through, but they never release a cigar. Also on the front of the machine is a glass covered slide about half an inch wide, and three inches long, and in this are always displayed the two pieces of metal of the size of a nickel last deposited. Should one so displayed be a piece of brass, the common means for "beating" such machines, there is instant proof that fraud has been attempted, and the operator is liable to immediate arrest.

B. LABE & CO.'S IMPORTATIONS.

Fresh supplies of Sumatra continue to come in for Benjamin Labe & Sons. The latest were 66 bales on the Amsterdam and 64 bales on the Pottsdam. In all this firm has imported about 1800 bales of tobacco this season, about two-thirds being Havana and one-third Sumatra. The head of the concern, who has been in Europe since April, intends to postpone his return until after the fall inscriptions, which will begin September 10, and probably be six in number.

NEW HAVANA COMPANY.

On August 1 the Loeb-Creagh Havana Company will be incorporated with a capital stock of $150,000. The president will be Solomon Loeb, the vice president, John B. Creagh, and the secretary and treasurer, Semon S. Swartz. The first and last-named are well known as the heads of the Loeb-Swartz Tobacco Company, of North Third street. Mr. Creagh was born in Cuba, where his father—a Scotchman—was the British Consul at the time. He has been engaged in the tobacco business for a number of years and will be the resident manager in Havana for the new company, superintending the buying and packing. The new company will make a specialty of factory Vegas.

DUTIABLE AT FIFTY-FIVE CENTS

The Board on Classification of the United States General Appraisers Saturday rendered a decision in the protest of the Juan F. Portuondo Cigar Manufacturing Company of Philadelphia, overruling the claims of the importers. Duty at the rate of 55 cents per pound was assessed by the Collector on an importation of merchandise consisting of small pieces of leaf tobacco, the goods being a by-product in the manufacture of cigars. The importers claimed it to be dutiable as filler tobacco, or as waste, at the rate of 35 cents per pound under paragraphs 213 and 463 of the Tariff Act. The Board held the goods properly classified under paragraph 215, sustaining the Collector's ruling.

BACK FROM CUBA.

Frank Dominguez, of E. A. Calves & Co., has returned from one of his frequent and long stays in Cuba and brings fresh testimony concerning the poor quality of the 1903 crops. The Remedios crop is almost a complete failure, only a very small percentage being available for export. The Partidos is somewhat better, but very much below the average. Vuelta Abajo tobacco, of this year's crop will be good for fillers, but will furnish very few wrappers. Prices for all kinds of desirable goods have advanced. Having been in Cuba all through the uncertainty concerning the crop of the present year Mr. Dominguez had special advantages for buying favorably and secured supplies which he would not have been able to secure had he not been there. Part of his purchases, 150 bales, is due to arrive this week.

NO GREAT MYSTERY.

A good foundation for a startling story of mystery, and even crime, might be found near Philadelphia's City Hall by a clever writer. Standing on the Juniper street side of the stupendous pile, and looking across to East Penn square, he would see an immense sign covering the entire front of a three-story building above the ground floor and advertising the Havana Ribbon Cigar, which is manufactured by Bayuk Brothers. There is nothing particularly remarkable about big cigar sign advertisements in a city where the manufacturers of cigars are as enterprising as those in Philadelphia, but the one above referred to is unique, in that the lettering not only covers the brick part of the front, but also extends across the window spaces, which are boarded up so that they admit not a particle of light or air. Not a great amount of imagination is needed to conjure up visions of what possibly might exist behind those sealed windows. What a place for counterfeiters! What a hiding place for kidnappers! What a place for an illicit distillery! Right in the heart of the city, protected from curious and prying eyes, advantages such as are sought by the "Powers that Prey," are provided; but the fact of the darkened rooms could be used in a story only with the exercise of the privilege accorded writers of fiction; the truth is that they are simply lumber rooms for which the lessee of the building has so little use that he prefers to have the sign present the unbroken appearance it does, rather than remove the shutters and let in the light and sunshine.

LOSS DUE TO WEATHER.

How much trade was lost to Philadelphia cigar dealers through the weather of last Saturday can only be estimated. One small dealer, whose Saturday receipts had averaged $37 for several weeks past, took in only $17 during the day, and the same proportion probably ruled in many other stores.

MOSTLY PERSONAL.

L. M. Newburger, of Stewart, Newburger & Co., is in the Adirondacks for a fortnight.

Joseph C. Heymoun, of Heymoun & Co., is on a trip in New England, to continue as far as Portland, Me.

Both of the members of the firm of Jeitles & Blumenthal are making Atlantic City their home for the summer.

H. C. Ellis, of Arthur Hagan & Co., has returned from a short business trip.

A particularly fine lot of 1900 Connecticut leaf was received Monday by George Burghard.

STOP!

Are you progressing or going backward?

Are you taking advantage of the new conditions?

The consumption of cigars has nearly doubled in a few years. Profits are greater than ever before in all lines. Machinery and hustle are making this the banner year. The old fogy and the poor deluded worker must get off the earth.

LOOK!

The production of cigars in the United States has **increased from 4 billions in 1894 to 7 billions in 1902,** which was made by 5,000 less factories. Why this?

LISTEN!

In all modern cigar factories can be found Automatic and Self-Feeding Bunch Machines, Suction Tables, Stripping Machines, etc. They have Improved the Quality, Increased the Capacity and Cheapened the Product—a three-fold gain. The mammoth and prosperous concerns are looking for all the modern and practical machinery they can lay hands on. Only the "Has-Beens" refuse to adopt modern methods The Cigarmakers' Union refuses to allow use of Bunch Machines and Suction Tables, and if in the employ of the Trust could render it no greater service.

In order to compete, the Rip Van Winkle manufacturer is compelled to pay small wages and sell his goods at almost no profit, often at a loss. Bigotry is surely and swiftly concentrating the business in the hands of the few. In vain have we tried to warn the Rip Van Winkles as we would have warned them against the Valley of Gehenna. But like one of old we can only look out upon the world and say: "Jerusalem, Jerusalem! How oft would I have gathered thee as a hen gathereth her chickens under her wings and ye would not."

NOW IS THE TIME TO BUY. We manufacture and sell the machinery necessary to equip a First-Class Modern Cigar Factory. For full particulars, address

Winget Machine Company, York, Penna.

A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.

Manufacturers,

READING, PA.

G. M. Wechter, *Established 1883*

Manufacturer of

Cigar Boxes

GOLD LEAF PRINTING a Specialty

Akron, Pa.

F. W. Dohrmann [Estab'd 1873] Theo. S. Dohrmann.

F. W. Dohrmann & Son,

Packers of **Cigar Tobacco**
Packing { Covington, O.
Houses: { Gettysburg, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.

Redryers of **Burley Tobacco**
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.

Samples forwarded on application.

Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

Harry B. Keck, reports a large sale upon his Lace Curtain brand, a clear Havana cigar, in the northwestern section of the city.

The junior member of the New York firm of Joseph Mayers' Sons, and Frank Pulver, of Sutter Brothers, New York, were in Philadelphia last week.

M. Rosenstein, the North Third street broker, is again at his office, after recovering from an illness which confined him to his home part of last week.

The new label in use at the Vicente Portuondo factory, on Cuthbert street, is a reproduction of a highly artistic oil painting and faithful portrait of Mr. Portuondo.

A suit for $200, to recover for leaf tobacco, has been brought by F. Eckerson & Co. against the J. A. Bach Cigar Mfg. Co. A published statement that the suit was one of breach of contract had no foundation in fact.

The Havana sales of F. Eckerson & Co. have doubled in the past six weeks, the poor quality of the 1903 crop having created an active demand for the 1902 leaf and having led manufacturers to promptly duplicate orders.

The many Philadelphia friends of W. E. Gheen, whose tobacco interests are extensive, both in amount and in territory covered, will be interested in learning that Mr. Gheen is now the president of the Fort Smith, Poteau and Western Railroad.

Part of the Sumatra purchased by Adolf Loeb for his firm, K. Straus & Co., arrived on the steamer Rhynland, and consisted of 71 bales. More is to follow. Mr. Loeb's purchases have been about 275 bales, consisting of four barrels all choice. "It sells all right," said Mr. Strauss, with emphasis, when asked about the demand from manufacturers.

Barnt Pelinkis' tenement, in the rear of his cigar store, at 137 Arch street, was the scene of a fire Thursday morning. A piece of oilcloth was scorched and a chemical engine put out what blaze there was. As the store is located in the "oil district," about twice as many engines, etc., responded to the alarm as would have come had the alarm been sent from a residential district.

A feeble old man's desire to enjoy a smoke at 2.30 A. M. cost Robert Woods, 80 years old, 2703 Kirkbride street, Bridesburg, his life in a fire early Thursday morning. His wife was seriously burned in trying to save him. The blaze also imperiled the lives of Mr. Woods' five grandchildren as well as his daughter and son-in-law. In groping about in a closet he dropped a lighted match. By the time the firemen gained admission to the room the furniture and carpets had been consumed, and Mr. Woods and his wife were found crouched in corners. Both were horribly burned.

PHILADELPHIA LEAF MARKET

While most of the purchases have been made to fill immediate wants there has been a noticeable inquiry for fine B's of all kinds, the supply of which is constantly decreasing. The sales of Sumatra have been fair, but there has been no noticeable change in the demand for Havana.

EXPORTS.

St. Johns, N. F.—Plug tobacco, 20 cases.

For Genuine Sawed Cedar Cigar Boxes, go to Established 1880.

L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

HAIL STORM IN CONNECTICUT.

Damage Reported to Tobacco Crop in East Hartford.

Hartford, Conn., July 21.—The most violent hail storm ever known here struck this city this afternoon, causing much damage to gardens and fruit trees. Windows in various parts of the city were broken by hail stones, some of which were as large as walnuts. Fortunately the storm did not extend in its most severe form to the large tobacco growing districts in East and South Windsor, only rain falling there, but in East Hartford and Burnside the damage to the tobacco crop was heavy, the leaves of the growing plants being torn to ribbons.

Strippers Steal in York.

Discovery Made in a House Soon After Vacated by Former Occupants.

York, Pa., July 20, 1903.

Growers of tobacco report considerable damage as a result of several hail storms which visited this section within the past several days.

The generous display of advertising matter has a telling effect on the sale of day and night tobacco in the city. Large posters cover all available space proclaiming the quality and merit of day and night tobaccos.

A quantity of tobacco was lately found in a house vacated by a family who stripped tobacco for a living. It is supposed a small quantity was purloined from each lot stripped. As the leaf was of fair grade and consisted of about 100 pounds in weight, the find was of considerable value.

A. A. Sonneman is about finishing his packing, which will aggregate about 1000 cases.

The stock and fixtures of the Porto Rico Leaf Tobacco Co., of Red Lion, were sold at public sale last week for the benefit of the workmen whose claims for wages amounted to $1200. Chas. Salomon, of New York, was the proprietor.

John Shindler, a manufacturer of cigars in Red Lion, has opened a factory on Prospect street, which is to accommodate fifty hands. It is also his intention to open factories in Yorkanna and Craleyville.

The first floor of the Smyser building on South George street has been leased by Charles J. Myers and will be fitted up after the 15th of next month for a cigar store and pool room. The room, which is now occupied by the York County Traction Co., as a waiting room, will be converted into one of the finest cigar stores in the city and will be open for business by September 1st.

H. S. Thompson, from Troy, Ohio, visited this section and the trade one day last week for the first time. He was favorably impressed with the condition of this market and no doubt will be seen here again at an early date.

Business in Memphis.

Farmers, Leaf Dealers, Manufacturers and Retailers Satisfied.

Southern Bureau, Tobacco World, 93 Court street, Memphis, Tenn.

July 18, 1903.

The Memphis district has been favored the last day or two with some much needed rains and the crop prospects in general throughout the Arkansas, Mississippi, Western Tennessee and North Alabama territory are good. Collections have been good throughout the summer and the June and July trade have been considerably above the average, this being attributable to good conditions in the country and sound financial conditions in manufacturing as well as agricultural circles The trade is calling for a better class of goods all the time and the taste for a higher priced article is being well cultivated.

I. Samelson & Co. note that the summer trade is considerable above the average summer trade. This old and well known firm is opposite the Peabody Hotel and the store has been made a popular rendezvous. The retail department is under the personal direction of Sam Klein, and Sam Baumgarten is manager of the wholesale department.

Sol Coleman has returned from a successful business trip to St. Louis.

James C. Henley, an extensive tobacco grower of Greene county, in East Tennessee, reports prospects good for a year of success to the tobacco crops in Greene and other East Tennessee counties. He said that the present season had been very favorable so far to the proper cultivation of tobacco crops.

At Louisville, Ky., a new building, which is creating considerable comment is a warehouse which the American Tobacco Company is just preparing to build. The specifications call for in the neighborhood of 2,000,000 feet of yellow pine timbers.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

WANTED.—For the Pacific Coast by a responsible broker with a large established trade, a good line of Pennsylvania Union Cigars from $20 down; the lower the price the more business. Address, BROKER, Box 36, care of The Tobacco World, Philadelphia. 7-22-3

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

FOR SALE.—Fifty (50) J. R Williams Red Suction Tables, in good condition; will sell cheap. Address MACHINES, Box 62, care of The Tobacco World, Philadelphia. 2-18

WANTED—to exchange several hundred (nearly new) cigarro molds, No. 35,025 for good second hand mold No. 4,686. Address Box 38, care Tobacco World, Philadelphia. 7-15-3

WANTED—Second-hand "Progress" Scrap Bunching Machine. Address MANUFACTURER. Box 39, care of The Tobacco World, Philadelphia. 7-15

CIGAR MAN with 18 years experience, inside work, desires to make change August 1. Address Box 37, care of The Tobacco World, Philadelphia. 7-22-1

JOBBERS WANTED—To handle our Rhinette 5-cent cigars Liberal discounts given. BEGE BROS., 4353 Main Street, Manayunk, Philada. 7-8-4t

JOBBERS WANTED to handle our Alex. Wilson Cigars. Union made. Correspondence solicited. LA UNION CIGAR CO., Hanover, Pa. 4-15 tf

CIGAR SALESMAN is open for engagement in and about Philadelphia. Address, Box 40, care of The Tobacco World, Philadelphia 7-15-1

WANTED.—Several cases cigars, from $7 to $10. Address, A. HURWITZ, 42 E. Market St., Wilkes-Barre, Pa.

FOR EXCHANGE—Brand new Perfecto Scrap Bunching Machine, for good fire-proof safe. Address, A. B. C., Box 35, care of The Tobacco World. 7-22-4t

WANTED.—First class Cigar Cuttings Any quantity. Send samples and cash prices. J. G. SHIRK, Lancaster, Pa. 11

J. W. DUTTENHOFER

Dealer & Jobber in ***LEAF TOBACCO***

45 North Market St.

Havana and Sumatra a Specialty. *LANCASTER, PA.*

A. S. & A. B. GROFF,

Packers of Penna. Seed Leaf **Tobacco**

East Petersburg, Pa.

Smoke

FAUGH-A-BALLAGH

5c CIGAR

WRITE

GRANEY

Commercial Cigar Co.

476 North High Street,

COLUMBUS, OHIO.

Denver Union Cigar Factory

MANUFACTURERS OF

STRICTLY UNION-MADE

CIGARS

Correspondence with the Wholesale and Jobbing Trade Invited. **Denver, Pa.**

Barnesville Cigar Co.

W. H. BARLOW, Proprietor, *Barnesville, Ohio,*

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

...tory No. 2. **707 Ohio St., Allegheny, Pa.**

HAVE YOU SEEN OR SMOKED

Mexican Special Stogies?

Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes

ORIGINAL WHEELING STOGIE CIGAR WORKS

A. J. Seamon,

Maker, **Moundsville, W. Va.**

Jobbers, Write for Samples.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

EVER SINCE WE ESTABLISHED this business we have put up Tobacco in the BEST WAY possible.
Selected B's and Good Tops a Specialty.
SONDHEIMER & SMITH,
Packers of and Dealers in **LEAF TOBACCO**
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in ***LEAF TOBACCO***
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in **Leaf Tobacco**
Lancaster, Pa.

J. W. BRENNEMAN,
Packer of and Dealer in ***Leaf Tobacco***
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of High Grade Domestic
Cigars

Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 50,000 per Day. Prompt Shipments Guaranteed.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending July 18, 1903.

Havana—James E. Ward & Co., 2 cases cigars and cigarettes, 2 cases cigarettes and cut tobacco, 65 cases cigarettes.

Hamburg—American Tobacco Co., 12 cases cigarette paper.

SUMATRA TOBACCO.

Str. Amsterdam, arrived July 16: (1,072 bales)

A. Cohn & Co.	332 bales
M. D. T. Co.	93 "
Sutter Bros.	83 "
Jos. Hirsch & Son	74 "
F. & E. Cranz	73 "
S. Rossin & Sons	67 "
Benj. Labe & Sons	66 "
A. Blumlein & Co.	54 "
Otto Melchow & Co.	48 "
United Cigar Mfg. Co.	32 "
L. Friedman & Co.	31 "
Hinsdale Smith & Co.	29 "
Steindler Bros.	26 "
Pennsylvania R. R. Co.	25 "
American Cigar Co.	25 "
E. Spingarn & Co.	8 "
G. Falk & Bro.	4 "
Herz Bros.	2 "
The Wilson Co.	2 "
Jos. Holzman	2 "
O. Malchow & Co.	2 "
H. Duys & Co.	31 pkgs.
A. Cohn & Co.	17 "
Jos. Holzman	50 cases
United Cigar Mfg. Co.	7 "
E. Rosenwald & Co.	5 "
A. Blumlein & Co.	7 crates

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Carlow Garcia & Co.	15 "
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G. S. Nicholas	2 "
R. M. Haan	2 "
Acker, Merrall & Condit	2 "
W. O. Smith & Co.	2 "
Wells, Fargo & Co.	1 case
Portuguese Consulate, N. Y.	1 "
J. P. Roosa	1 "
R. W. Cameron & Co.	1 "

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"Whereas, It is their practice to employ mostly children, from 11 to 15 years of age, for starvation wages; therefore be it

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Telephone Call, 432—B.

Office and Warehouse,
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of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

EVER SINCE WE ESTABLISHED this business we have put up Tobacco in the BEST WAY possible.
Selected B's and Good Tops a Specialty.
SONDHEIMER & SMITH,
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J. W. BRENNEMAN,
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Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of High Grade Domestic
Cigars

Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 50,000 per Day.
Prompt Shipments Guaranteed.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending July 18, 1903.

Havana—James E. Ward & Co., 2 cases cigars and cigarettes, 2 cases cigarettes and cut tobacco, 65 cases cigarettes.

Hamburg—American Tobacco Co., 12 cases cigarette paper.

SUMATRA TOBACCO.

Str. Amsterdam, arrived July 16: (1,072 bales)

A. Cohn & Co.	332 bales
M. D. T. Co.	93 "
Sutter Bros.	83 "
Jos. Hirsch & Son	74 "
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JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF **Lancaster, Pa**

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

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Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

RALPH STAUFFER,

MANUFACTURER OF

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For the Wholesale and Jobbing Trade only

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TERRE HILL, PA.

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Strictly Union-Made Goods. Denver, Pa.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic **Cigars**

Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,

East Petersburg, Pa.

We Employ No Salesmen

All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.

WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

W-A-R-N-I-N-G

An advertisement with this heading may have attracted your attention. The use of a word gives it its meaning. As used in said ad. it means

BLUFF! BLUFF! BLUFF!

Any One Can BRING a Law Suit. To WIN One is a Different Thing.

Our attorneys positively assure us that no suit against us or any user of the cigar mold made by us can be won. We infringe no patent and the court will so decide as soon as we can force a trial of the issue. Send us any and all so-called "Warnings" you may receive. We want to know what is going on, as we propose to defend our rights and protect our customers.

We make the Best Mold and the Highest Grade of Cigar Manufacturers' Supplies

in the market and will continue to do so, and don't propose to let one concern get an illegal monopoly of the business and in this way force the trade to pay an enormous price for their goods.

The STERNBERG M'F'G CO., 1702-12 W. Locust St., Davenport, Ia., U. S. A.

---

shade-grown Sumatra to S. L. Johns, of Hanover, Pa. Mr. Heddles grew 2840 pounds gross on two acres. This shrunk to about 2100 pounds in fermentation; of the latter, over 1600 pounds were wrappers. These Mr. Heddles has sold at a fairly good profit. All of his 1903 Sumatra is transplanted and growing finely.

The storm of last Thursday night did not do as much damage to tobacco plants through the Southern part of the State as the highly colored press reports sent to the Eastern papers would indicate. In some places, however, especially in the vicinity of Janesville and Edgerton, it was pretty severe. Sheds were blown down and wrecked, and in many instances the cost of replacing them will cut quite a hole in the profits on the present crop. The Heddles plantation of Sumatra, near Janesville, where tobacco is being grown under cover, suffered much loss, as the covering was stripped from the wires and poles and will have to be replaced with new cloth.

CROP REPORTS.

Milwaukee, Wis., July 16.—(Wisconsin Weather Bureau Report).—The weather has been very favorable for tobacco, which is growing rapidly and presents a strong, healthy appearance. A few light hailstones were reported from the tobacco districts, but the damage was very slight.

Dunkirk, Wis., July 10.—Some fields of tobacco are looking fine while others have been badly set back by the cutworm. The early set portion of the crop is spreading finely and making rapid growth.

Viola, Wis., July 15.—Tobacco in this section looks very fine and the prospects for a large crop are very favorable.

Union, Wis., July 16.—Heavy damage was caused by the late storm to all tobacco in vicinity of this village.

Fulton, Wis., July 14.—Tobacco setting is now completed and the crop looks fine.

Pleasant Valley, Wis., July 15.—Every prospect for a large crop. Storm did little if any damage in this section. No cut worm in sight.

Amos, Wis., July 16.—Tobacco never looked better. There is a good stand of plants.

Edgerton, July 16.—Crop conditions in this vicinity are exceedingly promising at this time. Haying has made rapid progress during the past few days. Some rye has been harvested. Other small grains are developing rapidly. Corn got a good growing start by the warmth and rain of last week which the cool nights has not retarded. Tobacco has made wonderful strides and many reports say the plants never looked better at this season of the year.

To Double Capacity.

A circular issued by the R. A. Patterson Tobacco Co., of Richmond, asks indulgence of patrons because of delay in filling orders, and announces that its new building, which will double the company's capacity, will be in operation by October 1. The circular includes the following: "Our business will continue as an independent plant, and we ask your support and co-operation."

Phones: K'yst'ne, 67-70 Main; Bell, 62-39 A

MUNJURA

Union Made

Turkish Cigarettes

Manufactured by

M. KAUFMAN & CO.

Importers & Manufacturers of Russian & Turkish Tobaccos, Wholesale and Retail

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Manhattan Briar Pipe Co

Manufacturers of

Briar and Meerschaum Pipes

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SMOKERS' ARTICLES

Salesroom, 10 East 18th St. NEW YORK.

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of

Fine and Common **Cigars**

Established 1890.

Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ

Manufacturer of High Grade

EGYPTIAN CIGARETTES

74 Wooster Street NEW YORK

Traveler–Cork Tips. **Planet**–Gold Tips
Planet–Plain Tips. **Planet**–Cork Tips

KLEINBERG'S

Chico CIGARS

AGAIN ON THE MARKET.

A Better Cigar than ever, and Selling Faster than ever before.

M. KLEINBERG,

Manufacturer.

219 N. Second Street, Philadelphia.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

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Wholesale Manufacturer of *Nashville, Pa.*

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

GEO. W. WERT & CO.

MANUFACTURERS OF

High Grade Union-Made Cigars

No. 14 North George St. *York, Pa.*

UNION PLANTER 5-cent Cigar is Our Leader.

A sure cure for Dry Cigars and Tobacco.

A cure for foul, slimy, Sponge, Cotton and Felt.

The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.

Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock.
No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities.
No. 3 for tobacco pails. No. 4, Pans 14x11x2½ to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 4½x7x17 for each wall case shelf; 8x18x40 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.

O. R. RICE & CO., 103 East 14th Street, NEW YORK.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five - Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON, Factory Representative for Penna. 1133 Ridge Avenue, Phila.

"TOO BAD!"
Oh, ye of little faith! why go on in the old, old way selling Trust Goods, when you can make your commonplace drudgery bright and cheerful by selling Our *Union Made* Goods?
Taylor Bros. Tobacco Co.
Independent Tobacco Makers Union Factory
READING, PA.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUEHL,
Formerly with F. C. Linde, Hamilton & Co.
C. R. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138¾ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Wanted. Seed Scraps and Siftings
Submit sample by mail and put name and address on parcels
INTERNATIONAL TOBACCO COMPANY
204-206-208 East 27th Street, NEW YORK

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

Trade-Mark Register.

ALL-BRIGHT. 14,119
For cigars, cigarettes, cheroots and tobacco. Registered July 15, 1903, at 9 a. m., by C. R. Albright, Reading, Pa.

HAVANA CRUMBS. 14,120
For smoking tobacco. Registered July 17, 1903, at 9 a. m., by the Keystone Cheroot Co., Ltd., Hanover, Pa.

SHAWMONT. 14,121
For cigars and tobacco. Registered July 17, 1903, by S. T. Banham & Bro., Philadelphia, Pa.

CAPTAIN CORNELIUS JACOBSEN MAY. 14,122
For cigars. Registered July 17, 1903, at 9 a. m., by the Jones Cigar Co., Elmer, N. J. (Used in connection with photo.)

WINOLA. 14,123
For cigars and tobacco. Registered July 21, 1903, at 9 a. m., by S. T. Banham & Bro., Philadelphia, Pa.

REJECTIONS.

Three Kings, Royal Mixture, Lombardy

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

La Redoma, El Retiro, La Cocotera, The Pittsburgh Gazette, The Pittsburgh Gazette and Telegraph, The Price Current, Wichita, Kansas, Union Rose, Turkish Guards, Union Flower, Rosey May, El Fredus, Judge George H. Durand, El Pippo, Union Protectors, Fortune Queen, Unity is Strength, La Sorenta, Bellanola, Pamlico, Prince Abajo, General Milton, King Abajo, Bogrove, Okey-Tavy, The Pittsburgh Stock Exchange, King Peter, Bab-Ali, Consider, Ribbon-Span, Red White End, E. M. Schwarz & Co.'s Perfectos, Louis Selection, Pompilius, Par Fay, Crema Vuelta, Flor de Vera, Colonco, Antero, La Efecto, La Marsilla, Henry's Claim, Lady Lonzie, Yourfellow, King Brilliant, La Centa, Light Horse Squadron, Koscinzko's Special, Yankee Havana, Friendship, Union Advancer, Union Spirit, Westminster.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

Some inquiry is made for leaf that is suitable for wrappers: the broad leaf has the preference. The amount on hand that has been force sweated is extremely limited, and stiff figures are demanded. Probably the bulk of such goods are held by the packers and at pretty steep prices. Of course, such goods are scarce. When the packers have gathered up the scattered crops, they will be ready to mention the prices for which it is sold, but at present one can only guess at prices. Circulars from wholesale dealers occasionally find their way to the public, and we note their offerings at from 65 to 90c, and even more per pound. There is a scarcity of good, serviceable domestic tobacco in the market, and every sprig is wanted and at full prices, so those holding the 1902 crops we look upon as very fortunate, as the market has but a small supply of the New England goods. This fact and the condition of the growing crops indicate high prices for our goods. So the writer advises growers who are holders of good 1902 leaf to rest easy, as every sprig is needed and there seems to be a short supply of that crop. There are many fields that have plants that can never mature the crop, for it was drowned out. The yellow plants, the good, warm sunny weather will develop into a good crop, but the drowned-out plants never can. All this helps those who hold the 1902 crops, and good prices await them, so don't hesitate to hold your goods for improved prices. The old stock is nearly used up.

Our correspondents write:

Conway: "The tobacco has grown very fast the past week. The hot weather day and night, was just what was wanted. The early tobacco seems to be burning

PATENTS
promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo. for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. Address
H. B. WILLSON & CO. Patent Attorneys
774 F Street, N. W., WASHINGTON, D. C.

DETROIT AND BUFFALO STEAMBOAT CO.
QUEENS OF THE LAKES
Steamers Eastern States and Western States
$3 SAVED TO ANY POINT WEST
Lv. BUFFALO daily 5.30 P. M., connecting with all trains West and D. & C. for Michigan points. Lv. DETROIT daily 4.00 P. M., arr. BUFFALO 7.30 A. M. Fare: $4.50 one way, round trip $8. Berths $1.00 and $1.50, rooms $2.00, parlor $3 each way. Week End Excursions DETROIT to Return, $2.50. Send 2c. for illustrated pamphlet. Address A. A. SCHANTZ, G. P. T. M., Detroit, Mich.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories: YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

J. K. PFALTZGRAFF & CO.
Manufacturers of
Business Getting
Cigars
YORK, PA.
High Grade Nickel Seed and Havana Leaders:
"KENTUCKY CARDINAL"
"EL PASO" "1303"
"CHIEF BARON"

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—*The* Bear Brand—*The* Cub Brand—*The* Essie Brand.

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Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

W. H. RAAB & SONS,
LA CUBANA CIGAR FACTORY No. 463
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

LA UNION CIGAR CO.

Hanover, Pa.
Manufacturers of
High Grade Union Made
Cigars
SPECIAL BRANDS:
ALEX WILSON—ten sizes;
MINERS' VICTORY, PRIMO, LITTLE PEDRO, and LA UNION CROOKS.

I. E. STUMP & CO.
WHOLESALE MANUFACTURERS OF
HIGH GRADE
MEDIUM PRICED
Cigars
Red Lion, Pa.
Remember that the MELODIOSO is Our Leader.

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE
Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,

Packers and Dealers in Leaf Tobacco

105 S. George St., YORK, PA.

Walter B. Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of Leaf Tobacco

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. } 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.

Packers of Leaf Tobacco

James and Prince Streets,

LANCASTER, PA.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

A. J. HINSEY,

Manufacturer of

Fine Havana and Domestic CIGARS

For Wholesale and Jobbing Trade Only. Correspondence solicited. Akron, Pa.

E. B. STONER,

Packer of and Dealer in

PENNA. LEAF TOBACCO

Hellam, Pa.

out very low. So I am afraid the crop will be light."

Suffield, Ct.: "It seems that W. S. Piney, who was reported as having stripped the cloth from a 40-acre field, had so arranged the attachment to the cloth that enabled him to roll up a portion of it in case of its being over-wet, so it could be closed up and the land dried; this he has done, and will when ready restore the shade. This was a wise provision. Mr. Spencer lost his 10 acres as he plowed it under. Some fields promise excellent crops, while others still show effects of the excessive rains, and have a drowned-out appearance. It is hoped that the warm, dry weather will bring it out in a measure, and probably it will."

Ellington, Ct.: "The warm, dry weather is working wonders in our tobacco crops in this vicinity. In Somers, the crop stands as well as ours, while in some parts of this county it is looking pretty hard. The buds show out too low down, and the crop looks pretty doubtful. Some towns show a full average crop. As a whole, the crop will be at least 10 per cent. short this year."

Sunderland: "Tobacco is looking bad. The early set is spindling, and the latest set doesn't seem to grow as it ought to. I send this as I see it. It looks to me as if the 1903 crop of tobacco in this vicinity will be the lightest for years."

Windsor Locks, Ct.: "Our tobacco crop is as good as the average of years, and we are satisfied that we shall have a splendid crop from present appearances, if nothing occurs out of the ordinary."

Westmoreland, N. H.: "Tobacco is looking well. The late set is well rooted and growing very fast."—American Cultivator.

BALDWINSVILLE, N. Y.

The conditions for the growing crop have continued favorable, and a large and valuable yield is now confidently expected. Chas. Lederman, of the firm of Lederman & Son, of New York, has been here recently, and A. Cahn, representing Elias Bach & Son, is in town. J. W. Lee expects to leave the first of the week for Baltimore, and will visit Raleigh, N. C., Richmond, Va., and Galveston, Tex.—Gazette.

EDGERTON, WIS.

Another week of splendid growing weather has advanced the tobacco crop at an amazing rate. The prospects are most encouraging from the growers' standpoint to this date, and a continuation of present conditions is about all they can wish for. Some of the early fields are beginning to show the buds with a strong and healthy growth, and topping is not far away.

A better tone prevails in the local cured leaf markets, and the sale of a considerable quantity of old goods is the first encouraging sign for some weeks. Our Janesville correspondent gives the particulars of several fair-sized transactions. McIntosh Bros. report the sale of 250cs of 1901 leaf, made to various customers during the week.

The recent heated spell has sent the bulks into a good sweat and hurried the curing process.

Shipments, 400 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Larger offerings on the breaks and large sales, both public and private, for the week. Receipts off and stocks reducing rapidly. Market opened easy, with free buyers at a bid or two lower on some grades than last week, while the short leaf of substance and condition ruled firm, and the better grades of spinners and wrappers were in stronger demand. Lugs are about gone.

QUOTATIONS

Lugs—Low, 4 to 4½c; Com., 4½ to 5c; Med., 5 to 5½c; Good, 5½ to 6c.

Leaf—Low, 5 to 5½c; Common, 5½ to 6¼c; Med., 6½ to 7c; ¼ Good, 7½ to 9c.

Old Lugs, 5 to 6c; Stogie Fillers, 5 to 5½c; Wrappers, 7 to 8c.

Receipts for the week, 135 hhds; for the year, 9,825; Sales for the week, 756 hhds; for the year, 7,574.

Growing crop looks spindling, and is buttoning low, causing much topping.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 151 hhds.; Offerings on the breaks 402 hhds.; public and private sales 460 hhds.

The Leaf market, except for specialties, opened ¼ to ½c lower, but recovered the most of the decline before the sales closed. The sales were swelled by private sales of several lots of Lugs, which leave but small lots remaining in the unsold stocks. Lugs were firm to strong in price.

The growing crop of tobacco looks well so far, as a rule.

QUOTATIONS:

Low Lugs	$4.00 to $4.50
Common Lugs	4.50 to 5.00
Medium Lugs	5.25 to 5.50
Good Lugs	5.75 to 6.00
Low Leaf	5.25 to 6.25
Common Leaf	6.50 to 7.00
Medium Leaf	7.25 to 8.50
Good Leaf	9.00 to 10.00
Fine Leaf	10.50 to 12.50

SAVE CIGAR BANDS!

ANOTHER FREE DISTRIBUTION

OF

$142,500

Will be Made in December, 1903, Based on the Month of NOVEMBER, 1903, to Smokers of

"CREMO"
"CUBANOLA"
"GEO. W. CHILDS"
"JACKSON SQUARE"
"PREMIOS"
"EXPORTS"
"LA BELLE CREOLE" (10c)

"FONTELLA"
"RENOWN"
"SALVA FUMA"
"SANTA BANA"
"PEOLA"
"SMOKERETTES"
"COLUMBIA" (10c)
"DOWLEDO"

"WEGO"
"NERVE"
"STAR"
"LILLIAN RUSSELL"
"TURCO"
"VELVET"
"CONTINENTAL" (10)
"DETROIT FREE PRESS"

"SIONA"
"SPANIOLA"
"TWO ORPHANS" (2 for 5c)
BENEFACTOR"
"FLORODORA" (3 for 10c)
"FLORODORA OPERAS" (5 for 10c)
"PIONEER"

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?

(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3 00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000.00 in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000 00 "
To the	5 persons whose estimates are next closest	($1,000.00 each)	5,000 00 "
To the	10 persons whose estimates are next closest	($500.00 each)	5,000 00 "
To the	20 persons whose estimates are next closest	($250.00 each)	5,000 00 "
To the	25 persons whose estimates are next closest	($100.00 each)	2,500 00 "
To the	50 persons whose estimates are next closest	($50.00 each)	2,500 00 "
To the	100 persons whose estimates are next closest	($25 00 each)	2,500.00 "
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000.00 "
To the	3,000 persons whose estimates are next closest	($5 00 each)	15 000 00 "
To the	30,000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2 50 per box)		75,000.00
	35,213		
	35,213 persons		*$142,500.00*

Every 100 bands from above named cigars will entitle you to four estimates.

[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445, 95,483	August	483,551,833	485.441,753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800,523	575,804,470
April	427,952, 58	481,870,212	516,835,163	October	532,205,063	574,551,047	628.881,303
May	456,509,855	553,187,580	523,035,907	**NOV.**	**508,258,250**	**529,308,500**	**562,444,393**
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.

Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it Distribution of the awards will be made as soon after December 1st, 1903, as the fignres are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

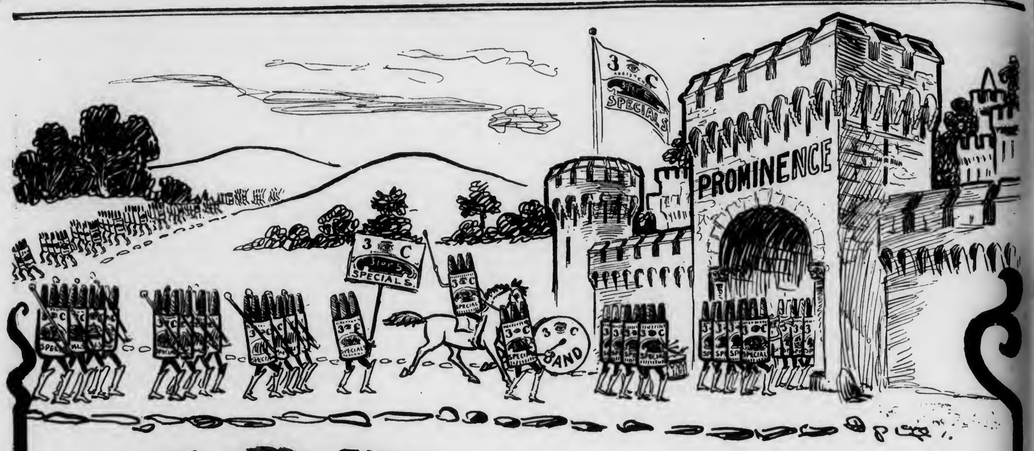
Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands. Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue.

Handsomely illustrated 80-page catalogue (page size 7 in. x 10 in.) showing all the Presents exactly as they are, and with beautiful embossed cover lithographed in ten colors and gold, will be mailed to any address upon receipt of ten cents, or ten tags, or twenty cigar bands.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

—THE TOBACCO WORLD—



THREE SEE! REGISTERED. 3 for 5 SPECIALS

Marching Into Prominence

A Postal Card will Bring Sample and Price. . . .

To Jobbing Trade Only

Phares W. Fry, Lancaster, Pa.

BON TON CIGAR CO.

Manufacturers of the

El Dorado de Habana CIGAR

Reading, Pa.

Correspondence with the Wholesale and Jobbing Trade Invited.

THOS R. DECKER — GEO. H. SHENBERGER

DECKER & SHENBERGER

York, Pa.

MANUFACTURERS OF

Sweet Damsel, D. & S.

High Grade Medium Priced

Cigars

For the Wholesale and Jobbing Trade. Correspondence invited.

THOUSANDS ARE COMING TO INVEST

TEXAS TOBACCO TRACTS

FOR SALE CHEAP

U. S. Government official tests prove that the finest grade of **CUBAN LEAF** Can be grown in East Texas on line of the **SOUTHERN PACIFIC R. R.**

Why don't you write for information to

T. J. ANDERSON, G. P. A., Houston, Texas.

Business Changes, Fires, Etc.

Colorado.

Trinidad—East & Phillips, cigar manufacturers, dissolved. Business continued by E. C. East.

Georgia.

Atlanta—Holbrook & Phillips, cigars, etc., dissolved. W. H. Holbrook succeeds.

Macon—Felix Kohler, cigars, etc., canceled bill of sale, $800.

Illinois.

Chicago—Wallace Bittinger, cigars, sold out.

Danville—Aug. Freeman, cigar manufacturer, warranty deed $1.

Peoria—Peoria Cigar Co. (not inc.) discontinued.

Indiana.

Pleasant Lake—O. F. Case, cigars, etc., disposed of business.

Iowa.

Marion—J. C. Wilson, cigar manufacturer, chattel mortgage, $500.

Red Oak—L. D. Priessman, cigar manufacturer, real estate mtge., $41,400.

Maryland.

Baltimore—Rebecca B. Ramos, retail cigars, etc., dead,

Michigan.

Detroit—North West Cigar Manufacturing Co. (incorporated).

Saginaw—Arthur L. Morris, cigar manufacturer, chattel mortgage, $850.

North Carolina.

Greenville—M. P. Jordan & Co., leaf tobacco, damaged by fire.

Ohio.

Dayton—Wm. Goetz, cigars, etc., succeeded by H. C. Wolfe.

Teledo—Herman Englander, cigar manufacturer, canceled real estate mortgage, $850.

Alfred A. Walp, wholesale and retail cigars, deed $1.

Oregon.

Oregon City—G. W. Kertson, cigars, etc., assigned.

Pennsylvania.

Clearfield—Dougherty & Gingery, cigar manufacturers, judgment, $131, execution issued.

Reading—Michael A. Krug, tobacco and manufacturer of cigars, dead.

Tennessee.

Memphis—Sol. Coleman, wholesale and retail cigars, sells real estate mortgage, $4,500.

Virginia.

Petersburg—Robert C. Osborne, tobacco manufacturer, dead.

Wisconsin.

Hurley—G. Thomas, cigar manufacturer, satisfied chattel mortgage, $400.

PATENTS RELATING to TOBACCO, Etc.

733,576 Cigarmaking machine, Denis Cousinne, Horrues, Belgium.

A Change of Opinion.

"So they named a cigar after you?"

"Yes," answered the sporting man.

"Quite a compliment."

"I thought so till I smoked one of the cigars. Then I concluded that it was a libel."—Washington Star.

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Modern Factory **Nashville, Pa.** Superior Facilities

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No. 1—VIEW OF THE FACTORY.

No. 4—PARTIAL VIEW OF PACKING ROOM.

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No. 3—VIEW OF SHIPPING ROOM.

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Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
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Auctioneers and Commission Merchants
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Regular Weekly Sales Every Thursday
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First Class Stock Companies Only. **Fire Insurance** Insurance on Tobacco & Cigars a Specialty.
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Different from all. Have you noticed it?
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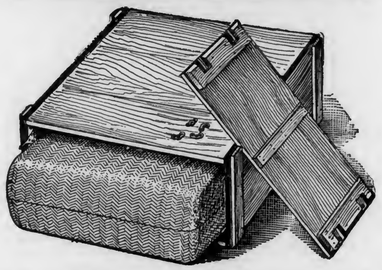

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Established 1881 Incorporated 1902

THE TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

JAY Y. KROUT, Presd't and Gen'l Manager.
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Register Your New Brands

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Where they Will be Seen by the Entire Trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Expense of Coupon-Giving.

IN recent editorial articles in The Tobacco World concerning the question whether coupon-giviny will ever become general in Philadelphia cigar stores this publication has dwelt upon this fact: That it it better for a dealer to sell 3,000 cigars at a profit of one cent and a sixth than to sell 2,000 at a profit of one cent and a half.

In the former case the net profit is $35; in the latter, $30.

But would coupon-giving jack up trade sufficiently to make it pay? That question can never be answered without a practical test.

On whom should the risk and expense of the burden fall?

On the manufacturer, through his selling at $31.66⅔ per thousand goods for which he now receives $35, or through his selling at $26.66⅔ goods for which he now receives $30?

On the retailer, through his surrendering a considerable part of his percentage and selling a cigar at a profit of one cent and a sixth where he formerly made a cent and a half?

On the consumer, by taking out of the quality of the cigar one third of a cent—the value of the coupon?

What seems to be a just arrangement would be in an equal division, one ninth of a cent for each of the three.

The manufacturer might be willing, in view of the prospective increase of trade, to accept 1.11\frac{1}{9}$ less profit on a thousand.

The retailer might be willing to accept a similar reduction of profit, which would make his profit on a cigar paying him now 1½ cents just one-ninth of a cent less.

The consumer might not notice the difference—or, in view of the coupon, he might be reconciled to it—if out of each cigar consumed by him there should be a saving of one ninth of a cent in the cost of the tobacco used.

The consumer's saving would have to show in the manufacturer's price, in the case of such a division as that suggested above, as the manufacturer would first take off 1.11\frac{1}{9}$—his share of the coupon expense—and then the same amount for the saving in quality—the smoker's share in the saving of expense; so the price to the dealer would be 32.77\frac{7}{9}$.

The three facts enumerated below seem to be definitely established:

> All the increase of business over 28 per cent. resulting from coupon-giving will make the prosperity of the retailer greater than it is now, even if he bears the whole burden of the inducement.
>
> If the burden is divided equally between the manufacturer, the dealer and the consumer, an increase of less than ten per cent. in business will pay back to the retailer all the coupons cost him, and any further increase will bring increased profit.

WOULD IT PAY?

Nobody can answer that question for any individual dealer.

If the question were, "Has it paid?" an answer might be found in the experience of companies, firms, etc., which have been issuing coupons on a more or less extensive scale. Nobody who has started in has given up the practice. Consequently it may fairly be said to have paid.

The nearest approach to coupon-giving in which any considerable part of the retailers in Philadelphia have, as yet, engaged, is in the giving of $1,000 of free accident insurance whenever the purchases of a customer amount to $10, a punch and a card—something on the meal-ticket plan—being used. Each dealer is given exclusive control of a territory, half a mile square or larger, thus shutting out from a dozen to fifty other dealers. The plan seems to be a popular one with smokers but is open to the objection that it will soon cease to be much of a trade-puller with those whose patronage is the most valuable. A man spending half a dollar a day for cigars will be entitled to a $1,000 policy every three weeks—about $17,000 in the course of a year. Unless he meets with an accident incapacitating him for labor the policy does him no good whatever; so one $1,000 policy is as much as the ordinary man would care for and the sixteen others would not be valued very highly by him.

Another step towards general coupon-giving which has been introduced in Philadelphia lately has been in connection with free trips to Atlantic City. The weak feature of this system is that for every two customers who are benefited by this scheme, dozens or scores or hundreds have their labor for their pains. Each week two contestants are winners and all the rest are losers. If one turns in 1,000 coupons and two others turn in 1,001 and 1,002 respectively, the third best man is no better off than if he had only ten, or even only one.

The systems which seem to be the most satisfactory are those in which every coupon has a definite value and in which exchanges can be made for a great variety of articles covering a wide range of value; so if a man starts in to save coupons for an automobile or a grand piano and becomes impatient he can turn in what he has for a fine-tooth comb or a jews-harp.

There are only eight stores in Philadelphia doing business with a long premium list, but they certainly appear to be prospering. If this chain of stores numbered a hundred or five hundred and they were scattered all over the city very many patrons not now had would undoubtedly be secured, as the more widely scattered the stores the more general the interest created.

This is the third article on this subject to appear in successive numbers of The Tobacco World. As stated in the first of the series, The Tobacco World does not purpose to urge or advocate, or even recommend or advise, the retail cigar dealers of Philadelphia and smaller cities to adopt the coupon and gift system. It presents the facts in a variety of lights, so that those interested may understand whatever may be the advantages or disadvantages of this comparatively new feature of business rivalry.

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Young & Newman, Sumatra & Havana
21 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

Capacity, One Million per Week.
CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.
The Best Union-Made Five Cent Cigar in the Market

UNION MADE All Sizes

UNION MADE All Sizes

M. Steppacher, Reading, Pa.

HORSE SHOE JAKE and HORSE SHOE VERSE

The Former Writes a Letter Which Indicates that He is Very Fond of the Latter, and in Which He Makes a Novel Suggestion.

Everybody in Denver who deals in tobacco knows "Horse Shoe Jake," and so does nearly everybody there who doesn't deal in tobacco. There are, it is rumored, a few who know that he is, in point of fact and law, Mr. Aloys Jacobs, but he is perfectly content with the former name, even receiving a large part of his mail so addressed. Horse Shoe Jake undoubtedly is popular with "horse shoe" verse, and such poems as "Sheridan's Ride" and "From Ghent to Aix" must be among his favorites, judging from his allusion to "Lochinvar," part of which is appended to the following letter, in which the allusion occurs:

Office of Aloys Jacobs, Room 57, Railroad Building.
Denver, Colo., July 9, 1903.

The Tobacco World Pub. Co., Philadelphia, Pa.

Dear Sirs:—Enclosed find post office order No. 349,314 for $2 in payment for subscription of 1903 and 1904.

I am under the impression that I paid for the year 1902 in New York when I subscribed for your paper. Kindly let me know about this. I notice you give one his money's worth and trust you will keep up the good work. Don't let the little tobacco worm destroy your usefulness.

What is the trouble with Colorado? Don't any of your wide-awake reporters ever stop off here? Send that New York Lockinvar out here and he may take back with him a live Indian squaw. When she dies, then he can have her mummyised and use her for a cigar advertisement. Yours very truly,

ALOYS JACOBS.

O, young Lochinvar is come out of the West,
Through all the wide Border his steed was the best,
And save his good broad-sword he weapons had none;
He rode all unarmed, and he rode all alone,
So faithful in love, and so dauntless in war,
There never was knight like the young Lochinvar.

He staid not for brake, and he stopped not for stone;
He swam the Eske River, where ford there was none;
But, ere he alighted at Netherby gate,
The bride had consented, the gallant came late;
For a laggard in love and a dastard in war
Was to wed the fair Ellen of brave Lochinvar.

So, boldly he entered the Netherby Hall,
Among the bridesmen and kinsmen, and brothers and all.
She looked down to blush, and she looked up to sigh,
With a sob on her lips and a tear in her eye,
And the bride-maidens whispered, "'Twere better by far
To have matched our fair cousin with young Lochinvar.

One touch to her hand, and one word in her ear,
When they reached the hall door, and the charger stood near,
So light to the croupe the fair lady he swung,
So light to the saddle before her he sprung!
"She is won! We are gone over bank, bush and scrau;
They'll have fleet steeds that follow," quoth young Lochinvar.

STRICKEN IN EARLY INFANCY.

Owing to Use of Tobacco, Lived Only Eighty-eight Years.

William G. Pattison, of Kalamazoo, Mich., is dead, in his eighty-ninth year, as the result, a Press dispatch says, of the excessive use of tobacco. His tobacconist, from whom he bought exclusively gave out the statement, after his death had been made public, that in twelve years Mr. Pattison smoked more than 48,000 cigars, which cost him $4800. Mr. Pattison was a pioneer stage coach man of the Middle West, having established the first stage line between St. Paul and St. Anthony, Minn., along the bank of the Mississippi River. He established the first stage line between Grand Rapids, Mich., and Kalamazoo.

SMUGGLING BY AUTOMOBILE.

A New Way of Evading Customs Duties Adopted in France.

In the French frontier town of Hazebrouk, says a Paris Dispatch, an automobile has twice successfully broken through all the customs regulations and introduced a load of tobacco into France.

The first time the automobile rushed past the post of the customs officers at racing speed, and as it was entirely covered over with canvas, there was no means of identifying the vehicle.

The intrepid smuggler was so pleased with his success that he warned the customs officers that the trick would be tried again.

The employes on all the neighboring stations were on the lookout, and ropes had been stretched across the roads.

The automobile duly appeared, and, seeing a rope across a bridge, the chauffeur turned back and raced off in another direction, where he found a railway crossing open and entered France triumphantly, pursued by four automobiles that had been hired by the customs authorities.

But the speed he made far exceeded that of his pursuers, and he again escaped identification.

GENERAL NOTES.

—A clever attempt to smuggle tobacco over the Belgian frontier was detected the other day, says the Morning Advertiser. A block of stone weighing nearly three tons arrived at the frontier. The Customs officer called a police official, and the two examined the stone. The block was hollow, and inside were nearly 7 cwt. of Moravian tobacco, done up in packets.

—About 10,000 hhds. of tobacco from North Carolina and Virginia are now being shipped to Richmond, Va., for inspection by representatives of the Austrian and Italian governments. Large quantities of American tobacco are bought each year by these governments, which hold a monopoly of the tobacco trade in their respective domains.

—The Star Warehouse, in Danville, Va., operated by C. D. Noell & Co., and the large four-story prizery owned by John B. Anderson & Co., were consumed by fire last week. Between $15,000 and $20,000 worth of tobacco was destroyed. The entire loss was about $75,000.

—Twenty-nine thousand contraband cigars were recently seized in broad daylight in the streets of Marseilles. Two Customs officials have been cashiered, and a third is said to have been asked for explanations as to his complicity.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE REALM OF THE RETAILERS

Ingenious Trade Makers.

THERE are suggestions by which some enterprising cigar dealer may decide to profit, in the following paragraphs:

On display in the store of W. H. Wise, Colorado Springs, Colo., is a glass-top money-box that contains $25 in silver. The box is securely locked, but a number of keys have been made, one of which will be given to every cash purchaser of one dollar's worth of goods or over. Five of the keys given out every month will fit the money box. The first of every month the keys may be tried and the fortunate possessors of the right ones will each receive $5 from the box.

A sign in the window of the Standard Clothing Company's store, 594-596 Blue Island avenue, Chicago, announces a stilts race to take place Sunday, August 2, at Twentieth and May streets. The company gives a pair of stilts with every purchase of $3 worth of goods, and none but Standard Clothing Company stilts can be used in the race. Prizes will be offered: A $10 suit of clothes, as first prize; a $5 suit, as second; a pair of $2.50 trousers, third, and a $1.25 hat as fourth prize.

* * *

Organized Merchants.

While the fundamental objects of retail merchants' associations are almost universally known amongst merchants, yet an enumeration of them as given by Vice-President Farlinger of the Georgia State Association might be interesting.

Mr. Farlinger gives the full list of the objects of local and state associations as follows:

1. To bring about a better collection law.
2. To weed out the "deadbeats."
3. To stop wholesalers selling to consumers.
4. To encourage co-operation of manufacturer, wholesaler and retailer.
5. To eliminate price cutting.
6. To restore confidence where petty jealously now reigns.
7. To become honest with one another.
8. To better the conditions of the retail merchants.
9. To correct the evils which now exist in the retail trade.
10. To urge a more general reading of trade papers.

The tenth clause includes most of the others.

Merchants who are in the habit of reading up-to-date trade papers—ANY up-to-date trade paper—will be found observing many of the other good habits in the list.

* * *

Amateur Card-Writing.

Laying out, as it is called, is one of the hardest things for the beginner in card-writing to master, but if you do not get over-anxious and want to work too speedily it will come to you after a little practice. The most essential thing about this is to have the spacing even, and the letters well-proportioned. The crude lettering will not be noticed to any great extent if the arrangement of a card is neat. It is a good plan to leave a large amount of open space on all sides of your card; that is to have none of the lettering run the entire width of the card. The wording should be arranged so as to display the names of the article for sale and the price. The description of the article can then be placed on the card with the single stroke letter. A very good scheme for the beginner is to take ordinary manilla paper and cut a sheet the exact size of the card he wishes to use, and outline carefully with a lead pencil on this paper his complete card. This will enable him to make changes if it does not strike him as being as attractive as it should. You can get a very good idea from such an outline, as to the appearance of your card when finished. When the lettering is all placed on card to your satisfaction, take a common tracing wheel such as dressmakers use, and trace over the letters; this makes small holes. You can then by making a powder of different colored chalk, and tying this firmly in a small bag, and laying your sheet of paper evenly on the cardboard pounce the bag filled with powder over the lines that have been perforated by means of the tracing wheel. This should be done with the paper and card firmly tacked together to avoid any chance of paper slipping. You then remove the paper, by lifting straight up from the card—not by pulling across—and there before you, you have everything plainly marked for your lettering. This is a very slow method and is only recommended for beginner's use, as after a little practice you will find it comes easier to you. Now a few words as to colors to use on cards. You will find that a good red for a display line on white cards is very effective. The text or description can be made in either black or a very dark blue, and the display lines shaded with a pure white. You will be surprised when you shade with either zinc white or Chinese white, what a difference there will be in the color of your white paint and the card board. Don't shade the text lines unless they are very well spread, and above all things shade your card throughout with the same color. Also outline with a hair line the letters in your display lines, using the same color for this as the descriptive matter.

* * *

Advertising Catch Phrases.

Size them up.
Select the best.
See the variety.
Sure enjoyment.
Comfort is easy.
Makes of worth.
See for yourself.
Better than ever.
Hits for hot days.
Ever see a better?
A cash advantage.
Cost makes worth.
Cost is just right.
Our way to please.
Held to your ideas.
Comfort producers.
You are the judge.
Best for the money.
Why not buy now?
Up to the standard.
Suited to your taste.
Hints for happiness.
Selling for pleasure.
Something you need.
Where worth counts.
Isn't your kind here?
The guide to comfort.
Impressing the skeptical.
We want your approval.
You must be the judge.
The economist's friends.
Isn't your favorite here?
You ought to like these.
Where the good comes in.
Where the value comes in.
Choose the one you like best.
Pleasing for many reasons.
We sell that which is right.

* * *

Rights in Trade-Marks.

Question.—1. Several years ago A and B started a side line of package goods under the "A & B" brand both giving more or less attention to the business. No partnership papers were drawn up, but both subscribed equally to the original capital, and the profits accruing from the sale of packages were divided equally. Has A the legal right to cut loose from B and manufacture the goods, using the "A & B" label as his own and leaving B out?

2. In case of the death of either, would his estate have any claim to the label, which is becoming quite valuable? B.

Reply.—1. If there is no agreement as to the length of time during which the partnership is to continue, in a case of this kind, it is merely a partnership at will, and either A or B may dissolve it whenever he chooses to withdraw. If either partner buys out the business and succeeds the firm, upon dissolution, he becomes sole owner of the trade-mark or label. If neither partner purchases the interest of the other, then each will have an equal right, after dissolution, to use the trade-mark without interference from the other and without any right to complain of the other's free use of the same device. If the name of a partner enters into a trade-mark, however, the other partner must be careful not to do anything which will tend to mislead the public into believing that that partner is still interested in the business in which the former is employing the trade-mark. Meanwhile each partner has this further right: When the firm is about to be dissolved, if he does not wish to use the trade-mark himself and does wish to realize upon his share of its value, he may demand that the trade-mark be sold to the best advantage, like any other asset of the firm, and that his part of the proceeds be paid over to him. The other partner may bid at the sale if he chooses to do so.

2. The death of either partner in a case of this kind would work an immediate dissolution of the firm, and the representatives of the deceased partner could demand that the trade-mark or label and all other assets be immediately turned into cash for distribution, according to the respective interests of the partners. A trade-mark or a label having a market value does not differ in this respect from any piece of tangible property that may belong to the firm at the time of its dissolution.

* * *

Novelty in Store Window.

A tobacconist in Parkersburg, W. Va., has placed on exhibition in the window of his store three fine specimens of Spanish tobacco plants which he grew himself. The plants are of the variety from which the finest Havana filler is made and to those who have not seen the weed growing, are a curiosity.

Apropos, Charles Kingsley in "Westward Ho," says of the weed: "For when all things were made, none were made better than this, to be a lone man's companion, a bachelor's friend, a hungry man's food, a sad man's cordial, a wakeful man's sleep and a chilly man's fire. There is no herb like it under the canopy of heaven." Such an exhibit, with the above quotation lettered on a card, would attract attention to any store.

The Volume

OF OUR BUSINESS PERMITS US TO SELL

Leaf Tobacco

AT THE LOWEST POSSIBLE PRICES

Sutter Bros.
INC.
New York
Chicago
St. Louis
Havana

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA 123 N. THIRD ST. PHILADELPHIA

GEORGE W. BREMER, JR. WALTER J. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM, IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

No. 119 North Third Street, PHILADELPHIA.

L. G. Haeussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street, PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in Leaf Tobaccos

136 North Third Street

PHILADELPHIA

Retail Department is strictly up to date.

Superior Grades of

Sumatra, Havana and Domestic Tobacco

B. Liberman

242 North Third Street, Philadelphia

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf Tobacco

120 North Third Street, Philadelphia.

H. Velenchik. S. Velenchik.

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

J. L. & M. F. GREENE, PACKERS OF LEAF TOBACCO

PACKING HOUSES: Janesville, Milton, Albany, } Wis.

TELEPHONE. WIS.

STORAGE CAPACITY 10,000 CASES

Reading, Pa.

Importers of Sumatra Tobacco

Cable Address: "HERR."

Joseph Hirsch & Son

9. Z. VOORBURGWAL 227 Amsterdam. Holland.

Office, 183 Water St. NEW YORK

LOUIS BYTHINER J. PRINCE

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

LA FISSEL CIGAR CO.

MANUFACTURERS OF

Fine Union-made Cigars

EAST BERLIN, PA.

Correspondence with Wholesale and Jobbing Trade solicited.

S. LIBERMAN

Manufacturer of the

SPORTY BOY 5c Cigar

POPULAR EVERYWHERE

531 Wharton St. PHILADELPHIA

E. E. Kahler,

328 to 332 Buttonwood Street,

Reading, Pa.

Manufacturer of High Grade

Seed and Havana CIGARS

Correspondence solicited with the Wholesale and Jobbing Trade.

L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos

153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

HAVANA PRICES RULING VERY FIRM.

Estimates for the Balance of the Year Based on the Best Statistics Now Available.

HAVANA, July 20, 1903.

The good demand and activity noted in the Havana market last week has continued this week, although the total number of bales reported as sold show a small decrease. Prices rule very firm for new Vuelta Abajo and Partido factory vegas, while for old Remedios the holders have advanced their asking prices. To understand the present position it is only necessary to look at the following figures:

	Bales
Stock on hand February 14, 1903 in first hands	109,874
Receipts of tobacco from the country to date from February 14 to July 18, 1903	106,770
	216,644
Less sales reported in the same interval	113,850
	102,794
Less estimated amount of bales bought direct in the country, by cigar factories here and in the North, as well as by a few dealers, who exported direct.	32,794
Stock on hand in first hands and for sale yet	70,000

These 70,000 bales may be divided

	Bales	Bales
Old Remedios	15,000	
Old Vuelta Abajo	20,000	35,000
New Vuelta Abajo	17,000	
New Partido	10,000	
New Remedios	8,000	35,000
		70,000

The receipts from the country compare with last year as follows:

	Bales Received to 17 | 19 | 1902	7 | 20 | 1903
Vuelta Abajo	44,874	67,940
Semi Vuelta	2,009	2,122
Partido	18,706	21,204
Matanzas	65	64
(Remedios) Santa Santiago de Cuba	12	1,867
Clara	63,832	35,447
Total	129,498	128,644

So there is only a trifling decrease in the total up to now for this year. In case the crop should be equal in the number of bales as compared with the 1902, which is however doubted, then the following quantities ought to arrive during the remainder of this year up to December 31st., viz.:

109,015 bales of Vuelta Abajo, 11,175 bales of Semi Vuelta, 37,756 bales of Partido, 110,105 bales of Remedios, total, 268,051 bales.

That these figures are only approximate stands to reason, as no actual count of the stock on hand could be undertaken. Some holders refuse any information whatever, while others may state their stocks either too high or too low; still for practical purposes the above figures come as near the truth as any that can be ascertained. Unless the crop in Vuelta Abajo and Partido is larger there is bound to be a severe shortage towards the end of the year, particularly as the early buyers for the factories here as well as in the United States have shown a tendency to purchase as heavily as their resources will permit. The light and sound part of the new Remedios has been bought already, and will continue to be bought, by the clear Havana cigar manufacturers in the North, as it is stated to give more satisfaction than the part of the flimsy Partido fillers without any aroma.

Sales this week amounted to 6800 bales in all—5000 Vuelta Abajo, 1400 Partido and 400 bales of Remedios. Destinations: For the United States, 5000; local manufacturers, 1350; Europe, 450 bales.

BUYERS COME AND GO.

Arrival of buyers—Avelino Pazos, of A. Pazos & Co., New York; E. Pendas, of V. Pendas y Alvarez, New York and Tampa; F. Bolano, of F. Bolano, Chicago; Jose Fernandez, of M. Fernandez Co., Tampa and New York.

Departures were—Otto Sartorius, for New York; J. H. Van Hasselt, for New York; Harry Erlich, for New York; S. J. Janover, for New York; B. Spector, for Chicago; Jose Fernandez, for Tampa.

HAVANA CIGAR MANUFACTURERS.

Business is picking up. Last week the exports were four million cigars, and this week 3,000,000 were reported; this is the best proof that the industry is awake again. Most factories are working the new tobacco more or less either clear or otherwise in combination with the old fillers. H. Upman & Co. secured another 500 bales of the best Vegas from the tierra llana district and they are working now with full hands. Behrens & Co. are not complaining, neither are Ramon Allones, Romeo y Julieta nor others too numerous to mention. "El Rico Habana," of Enrique Dorado & Co., are doing everything in their power to extend the orders received up to now by paying special attention to the wants of the American buyers as far as colors, sizes and exquisite aroma of the cigars are concerned, combined with faultless workmanship.

VARIOUS TRANSACTIONS.

Sanchez & Hava bought another 800 bales of the best Vuelta Abajo factory Vegas.

Aixala & Co. sold 1600 bales of Vuelta Abajo and Partido to various buyers from the North, and have also made contracts to deliver all of their famous Artemisa packings, San Antonio de los Banos, and part of their Remates ones.

M. Fernandez purchased 700 bales of one fine Vuelta Abajo packing.

Sobrinos de A. Gonzales are selling their new tobaccos as fast as they come in from the country. This week they closed out a trifle over 1000 bales of Vuelta Abajo and Partido. They have bought of Vuelta Abajo alone over 7000 bales and continue to buy and to make escojidas.

Jorde y P. Castaneda closed 400 bales of their choice Tumbadero Escojida.

Gonzalez Mora & Co. have secured

ESTABLISHED 1844

H. UPMANN & CO.

HAVANA, CUBA

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL HABANA

FABRICA DE TABACOS AMAT VICTORIA CURAM LUIS MARX HABANA

SOL and LUIS MARX

Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.

MAKERS OF

PURE HABANA SEGARS

"At the SIGN of the BULL DOG"

Maiden Lane and Water St.

New York.

Baron DeKalb, Bull Dog,

Henry Irving, Roycroft Segars.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: Himml.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

SANCHEZ Y CUETO S. en C.
Sucesores de Carriles y Sanchez,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

E. A. KRAUSSMAN
Importer of HAVANA TOBACCO
170 Water Street, NEW YORK

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, Habana.
(P. O. Box) Apartado 270.
Cable: Zalezgon.

*Bridat, Mont'Ros y C^a^*
Mercaderes 35 Havana
Exportors of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 380.*

G. NEUHAUS. F. NEUMANN.
Neuhaus, Neumann & Co.
COMMISSION MERCHANTS
SHIPPERS OF
LEAF TOBACCO and CIGARS
HAVANA, CUBA.
Office: OBRAPIA 18. P. O. Box 28. Telegrams: Unicus.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "Antero." Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.

READY FOR THE MARKET

Liberman's Cigar Branding Machine

All Defects of Others Avoided
Many New and Valuable Features
Capacity Practically Unlimited
Construction Simple and Durable
Work Uniform

Brand Neat and Distinct
No Annoyance from Lampblack
Complete Set of Type With Each Machine
Intensity of Heat Regulated by an Ingenious Blast Device, Securing Very Legible Lettering on the Cigar

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223--5--7 South Fifth Street, PHILADELPHIA, PA.

over 700 bales of Vuelta Abajo principally.

Bustillo Bros. & Diaz are said to have stocked up with 1200 bales of Vuelta Abajo.

Bruno Diaz & Co. reports 400 bales of Vuelta Abajo and Partido as this week's result.

F. Bolano is stated to have secured 500 bales of fine Vuelta Abajo.

Sobrinos de V. Diaz sold 200 bales of Remedios.

Garcia & Co. have purchased the famous Vega San Vicente in bundles, about 25,000 matules. They are receiving large lots weekly from their various escojidas in Vuelta Abajo and Partidos. The latter, however, may finish in two weeks, as there is hardly any tobacco left unsold in the Partido district.

Spector Bros. made some very good sized purchasers of the finest Vuelta Abajo, about 700 bales.

G. Salomon y Hnos were sellers to the extent of 150 bales of Vuelta Abajo.

L. Friedman & Co. are actively pushing their escojidas and have purchased more than 1000 bales of Vuelta Abajo. Their present warehouse being too small, they took another house, San Jose, No. 1, for additional storeroom. They are holding as fine an assortment as any almacenista in town.

The Loeb Nunez Havana Company duly reported 100 bales as sold during the past week, but they are actively buying in the country, and soon they will do some heavy selling when their tobaccos have passed through the fermentations.

Alfred Ettlinger has been heard from: he is making extensive purchases in the Vuelta Abajo.

Jose Menendez has received about 300 bales more of his fine Partido packing.

Antonio Suarez closed out 200 bales of his choice Vuelta Abajo packing, and people are daily visiting his store, as he holds an excellent assortment.

S. L. Goldberg e hijos-El Rubio returned well satisfied with their escojidas in the Vuelta Abajo and in the Tumbadero. They have sold out all they had received up to now and have made some contracts ahead already on their packings.

Avelinos Pazos has started in immediately upon his arrival to post himself personally about this year's crop, and leaves for the country to-morrow to see about his escojida in the Vuelta Abajo. Upon his return he may take a larger warehouse than Esperanza No. 3.

Receipts of Tobacco from the Country.

	Week Ending July 18. Bales	Since Jan. 1. Bales
Vuelta Abajo	10,643	67,940
Semi Vuelta	346	2,122
Partido	2,592	21,204
S. Clara & Remedios	1,448	35,447
Matanzas	1	64
Santiago de Cuba	48	1,867
Total	15,078	128,644

Imports at New Orleans.

The steamer "Louisiana," of the Morgan Line, arrived at New Orleans July 17 and had the following shipments of tobacco, which were forwarded the following day: 36 bales for Sutter Bros., Chicago, Ill.; 10 bales for Lilienfield Bros. & Co., Chicago., and 70 bales for J. Knecht, Cincinnati, Ohio.

Robbery Near Reading.

Several Hundred Dollars' Worth of Sumatra Tobacco Missing.

Reading, Pa., July 25, 1903.

Reading's cigar industry is very active and cigarmakers are in great demand. Many from York and Lancaster Counties have moved to Reading, owing to the activity in the trade and will locate here. The large number of cigarmakers who are available from the surrounding country make this a very desirable location for manufacturers. The city has recently secured several new factories and others are likely to follow.

John W. Dernell, who has been engaged in cigar manufacturing at Pottsville, has moved his factory to Reading, having rented the building at 135-37 Cedar, formerly occupied by F. R. Lewin, of New York. He will employ 50 hands and is coming here from Pottsville, because he cannot get the help there he needs.

H. A. Lipshutz, a well known cigar manufacturer, of Philadelphia, is about moving his factory here. He has rented the large three-story building at Lemon and Cherry streets, formerly occupied by John R. Mast's factory, and expects to employ 75 hands when in full operation. Several other out-of-town manufacturers have been in Reading inquiring as to wages paid here, etc.

The improvements to the cigar factory of Frank A. Weber, which has been enlarged, have been completed. The factory is two stories in height and 30 by 88 feet, with a high basement which is cemented for warehouse purposes. The factory has been doubled in size and a new brick addition was put up in the rear. Electric lights, steam heat and elevators have been added. Fifty benches have been installed for cigarmakers and the factory will now be able to comfortably accommodate 100 hands. Mr. Weber's office is in New York city. The firm enjoys a large trade and makes a number of excellent brands. Frank J. Hunt is superintendent and L. R. Romig is foreman of the factory.

Robert N. Croasdale, of Newtown, Bucks County, who has been appointed division collector for the district of Lehigh and Bucks Counties, was in Reading this week, the guest of Collector Fred. W. Cranston, who still has Lehigh as part of his district. On August 1st, Lehigh will be transferred to the former's district and Mr. Cranston will again have Berks County alone. Lehigh has 92 cigar factories and Bucks, which has been attached, has 103. Berks has 207 factories. While Lehigh is attached to a new district the cigar manufacturers and brewers will continue to buy their revenue stamps at the Reading office.

Cigarmaking is very brisk at Boyertown, this county, and not enough hands can be secured to do the work. Superintendent A. S. Sherk, of Dumn's factory, reports that the cigar business was never in a more promising condition and that there is a strong and increasing demand for the superior grade of goods turned out by the firm.

Harry R. Gring, cigar manufacturer

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

DEUTSCH BROS.
Union Made
CIGARS of Merit
1397-1399 AVE. A. NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

E. M. KELLER,
Manufacturer of High-Grade Havana and Domestic
CIGARS
Private Brands a Specialty. Correspondence solicited.
Leading Brands:
Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.
READING, PA.

of Shillington, is busy and says that he could use at least 20 more hands if he could get them.

John Wittier, of Newmanstown, was in Stouchsburg recently looking for a suitable building to start a cigar factory. He says he will not start with less than 25 hands.

Ferdinand V. Spiers, representing the American Tobacco Company, has returned to Reading from an extensive Western trip. Mr. Spiers was compelled to travel for his health and was as far west as the Dakotas. He reports business exceptionally good in the West. He expects to spend several weeks at Bar Harbor, Me., after which he will return and open an office for the distribution of his goods at Yankton, S. D. Before leaving for his new home he will be tendered a banquet by his friends here, who regret his removal from this city. He was located here for some time.

Good progress is being made on the new building and warehouse of John U. Fehr, who is engaged in the leaf trade. A fine dwelling is being erected next door to the warehouse. Mr. Fehr reports an increase in his sales in this city and surrounding country. When he gets into his new headquarters he will devote all of his time and attention to the leaf business and will relinquish the cigar manufacturing business.

About 200 pounds of fine Sumatra tobacco, valued at $700, was stolen from the cigar factory of Saml. Klopp, at Richland station some days ago. So far no clue to the thieves has been obtained. Other manufacturers are urged to keep a lookout for possible offerings of tobacco at suspiciously low prices which might lead to identification of the thieves.

Lancaster Men Accused.

Their Strong Defense to Charge of Using Counterfeit Labels.

Lancaster, Pa., July 27, 1903.

The past week in tobacco circles has been simply a repetition of the preceding one. Not much animation or activity was shown. Most of the trading was of a local character for immediate needs.

Wm. DeHaven & Co. have completed sampling 300 cases out of their packing of 1902 broad leaf, which had been bulk-sweated. No traces of damage were shown, which they consider the result of their good and careful handling when packing their tobaccos.

G. M. Gale, of New York, representing the Havana Commercial Company, a connection of the American Tobacco Company, has brought suit against S. R. Moss, cigar manufacturer and H. J. Ryder, his manager, on the charges of counterfeiting the Commercial Company's labels, stamps and trade marks. The names and titles being Manuel Garcia, Henry Clay and La Carolina. Mr. Moss claims that he has been using the names in dispute a long time, and has a right to use them, as the labels have been sold by lithographers as public and stock labels for 25 years.

Walter S. Bear and wife and M. M. Fry and wife have returned from Atlantic City where they had been sojourning for some time.

Jacob Mayer and wife left last Wednesday for Atlantic City to join the Lancaster colony there, and expects to remain several weeks.

H. A. McComas, representing K. Strauss & Co., Philadelphia, was the lone traveler in town last week, and had everything his way.

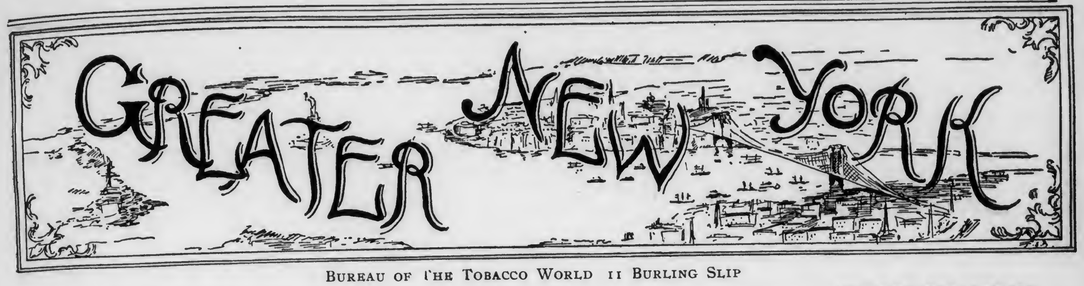
American Cigar Company has sampled over 1000 cases of its holdings in 1899 and 1900 Pennsylvania broad leaf B's, the choice selection of which were sold in open market at 14c to 15c marked weight.

Well Deserved Success.

There are in men's lives opportunities which, if taken advantage of, will carry them far along the road toward the consummation of their ambitions, and, too, there are those who have a strange intuition of that time and avail themselves of it. But never does this mysterious aid come to those without ambition and fixed purpose. Determined efforts invite success. Included in their narrow circle of men who have fought the battle successfully is Mr. A. J. Lenger, secretary and treasurer of the Uganda Cigar Company. He is a gentleman who is held in the highest estimation by the community for his bright business ability and inflexible integrity. Few men have been more active in pushing movements, beneficial to Danville, Pa., the city of his nativity, than has been our young friend, Mr. A. J. Leniger, whom we have had the pleasure of knowing from childhood. From the inception of the Uganda Cigar Company the house received prominent recognition and soon pushed its way to the front, which position it has steadily advanced and evidenced with its office and salesroom at Danville. The factory is located at Newmanstown, Pa. One of the company's popular brands is the Double A, a clear Havana cigar, and one of the greatest sellers in a straight 5-cent cigar upon the market.

J. S. H.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.



BUREAU OF THE TOBACCO WORLD 11 BURLING SLIP

The United States import annually about 205,000 pounds of Mexican tobacco. Some of it comes honestly straight from Vera Cruz, but some of it comes dishonestly from Havana, where it is never landed from the carrying ship, and certain unsuspecting people in this country buy it for Cuban leaf. The trick is a very pretty one. The Mexican leaf, which has a commercial value about one half that of Cuban leaf, comes to Havana in bales packed in the Cuban style. These bales are not numbered consecutively but alternately. For instance, suppose there are fifty such bales, then they would be numbered not 1, 2, 3 and so on, but 2, 4, 6, 8 and so on up to 100. At Havana, fifty bales of Cuban tobacco numbered alternately, 1, 3, 5 and so on will be loaded on to the same ship and consigned to the same consignee in the United States. Upon arrival at a port in this country the one hundred bales, half Cuban, half Mexican, may easily be palmed off upon an unsuspecting buyer as 100 bales of Cuban tobacco, and the seller realizes a larger profit than he could hope to realize upon 100 bales of genuine Cuban leaf.

Meantime the number of manufacturers in the United States engaged in the production of strictly "clear Havana" cigars grows steadily larger. But proof that only a very few of them are using Mexican tobacco is to be found in the comparatively small total annual importation of leaf from Mexico, for 205,000 pounds is only about 2,050 bales and that wouldn't make a very amazing quantity of clear Havana cigars.

***

H. Duys, senior member of the firm of H. Duys & Co., sailed for home on the Statendam on July 25.

***

M. W. Diffley and J. J. Dolan of the Chicago Retail Cigar and Tobacco Dealers' Association had a hearing before the Clear Havana Cigar Manufacturers' Association at the offices of Y. Pendas & Alvarez on the afternoon of July 22. Mr. Diffley explained that the Chicago body lacks funds with which to fight the trusts. Several members of the Clear Havana Cigar Manufacturers' Association discussed the matter with Messrs. Difiley and Dolan and a committee was appointed to solicit contributions from the cigar manufacturers of this city in aid of the Chicago branch of the Retailers' National Association. The committee consists of Matthew Berriman, Leopold Powell and Jose M. Diaz.

Messrs. Diffley and Dolan also had a conference with the Board of Trustees of the New York Leaf Tobacco Board of Trade. The meeting took place at the Board rooms on the afternoon of July 23. The leaf men, who, last fall, contributed very liberally to the funds of the Chicago association, told Messrs. Diffley and Dolan that while the association had their heartfelt sympathy they did not feel that they could give it further financial aid. They reminded the Chicagoans that it was their own immediate duty to make as strong a presentation of their case and their needs as possible to the cigar manufacturers of the country, because the fight was really more in the manufacturers' interest than in that of the leaf men.

***

The regular bi-monthly meeting of the Retail Cigar and Tobacco Dealers' Association of Greater New York was held in the ladies' cabin of the Steamer Valley Girl on the evening of July 28. It was a very brief meeting, for the members were bound upon a moonlight excursion up the Hudson and gave more thought to enjoyment and music in the company of their wives and sweethearts than they did to the wicked, wicked trust, or to the self respecting Mr. Thad H. Howe. It was a lovely party, and was gotten up by Mr. Robert E. Lane.

***

The Waldorf-Astoria Segar Co.'s entire staff had an enjoyable picnic and clambake at City Island last Sunday.

***

Edward L. Hyman, proprietor of the cigar store and restaurant at 339 Broadway, committed suicide there just after eating his breakfast on July 24. Despondency over the discouraging results of his business is supposed to have induced the rash act, but those whose memory goes back a few years had no difficulty, when they read of Ed. Hyman's suicide in the afternoon papers of July 24, in recalling that his old employer, S. Serpa, took the same route to the other world in his retail cigar store, at that time located at the northeast corner of Wall and Water streets, less than ten years ago. Mr. Serpa was the New York representative of D. L. Trujillo & Sons, of Key West, and Hyman was his clerk. Hyman gave up his employment with the Trujillos shortly after Mr. Serpa's death and went into business on his own account as a retail tobacconist at 351 Broadway. He was one of the distributers of the Surbrug Co's Egyptian cigarettes. He removed to 339 Broadway about fifteen months ago. The establishment included a cigar store, cafe, barber shop, private telephone booths, a staff of public stenographers and numerous other conveniences usually found elsewhere only in clubs of the best class.

NOT EVEN CIGARS ACCEPTED.

Army Officer Surrenders a Hundred Dollars to the Government.

The Secretary of War has sent to the Treasury Department a box of cigars and $100 which was received from the Department of Texas. It appears that Colonel Clem, chief quartermaster of the department, found the box of cigars on his desk, and upon opening it discovered that it was from a contractor who was doing some work under the quartermaster's supervision. In the box was the money.

The colonel was very indignant. The contractor acknowledged sending the cigars by a messenger boy, but said he did not know anything about the money. General Grant thought that under such circumstances nothing could be done by prosecuting the man for attempted bribery, and sent the cigars and the money to the War Department.

From the War Department they were sent to the Treasury, where all unclaimed funds are sent. The cigars subsequently were sold for $3 and the money placed with the hundred dollars.

CHURCH SINGERS ARRESTED.

The crusade against the sale of cigars and soda water in drug stores on Sunday in the borough of Wilkinsburg, near Pittsburgh, under the old blue laws, took a peculiar turn this week. On Sunday the druggists had representatives at the churches, and Monday morning suits were filed against all of the paid singers who appeared. On Sunday the druggists defied the Burgess, sold soda water and cigars, and on Monday paid their fines.

—Thomas A. Pateson, for many years engaged in the tobacco business in Pearl street, New York, died suddenly on Sunday afternoon at his home in Brooklyn. He was born in Richmond, Va., in 1832.

SPECIAL NOTICES
(12½ cents per 8-point measured line.)

WANTED.—For the Pacific Coast by a responsible broker with a large established trade, a good line of Pennsylvania Union Cigars from $20 down; the lower the price the more business. Address, BROKER, Box 36, care of The Tobacco World, Philadelphia. 7-22-3

I HAVE an advertising novelty by which millions of cigars can be sold monthly that I wish to place on a royalty. Should like to hear from some good manufacturer who has capital to supply cigars in the above quantity. Address Box 41, care of The Tobacco World, Phila. 7-29-1

FOR SALE.—Fifty (50) J. R. Williams Red Suction Tables, in good condition: will sell cheap. Address MACHINES, Box 62, care of The Tobacco World, Philadelphia. 2-18

WANTED—to exchange several hundred (nearly new) cigarro molds, No. 35,025 for good second hand mold No. 4,686. Address Box 38, care Tobacco World, Philadelphia. 7-15-3

JOBBERS WANTED—To handle our Rhinette 5-cent cigars. Liberal discounts given. BEGE BROS., 4353 Main Street, Manayunk, Philada. 7-8-4t

FOR EXCHANGE—Brand new Perfecto Scrap Bunching Machine, for good fire-proof safe. Address, A. B. C., Box 35, care of The Tobacco World. 7-22-4t

FOR SALE.—Second hand cigar molds, presses and machinery. Large assortment. M GOLDENBERG, 400 East 78th Street, New York. 7-29-4

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced Cigars
Red Lion, Pa.

Remember—the MELODIOSO is Our Leader.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

HAVANA TOBACCO COMPANY
TRADE MARK
111 Fifth Avenue, NEW YORK
SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Yncian	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguedad
La Flor de Naves	El Aguila de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murias
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estella	J. S. Murias y Ca.
	H. de Cabanas y Carbajal.	

LEOPOLD SCHMID FRANK LANGE
L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK
EDMUND H. SMITH
ENOS SMITH

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

I. J. SCHOENER. I. M. JACOBY.
I. J. SCHOENER & CO.
IMPORTERS & EXPORTERS
LEAF TOBACCO
169 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

PHILADELPHIA

SABBATH-LAW VICTIMS.

Ten brought by F. B. Robertson, of the Northwestern Business Men's Association, were included in the Sunday cigar-selling cases before Magistrate South last week. The accused were John Doe, Columbia avenue railroad station; Miss Dougherty, Wayne junction station, northeast; William Bang, Pennsylvania Railroad station, Market street ferry; John Doe, Reading Terminal (downstairs); Mrs. Doe, Reading Terminal (upstairs); John Doe, Spring Garden street railroad station; William D. Steel, Huntingdon street railroad station; John Doe, Wayne junction (southeast); J. W. Peck, Hotel Walton; John Doe, Colonial Hotel; John Doe, Bingham House. Of the above named none appeared for hearing at the time assigned, but later two paid up, the payments being in the cases of the Hotel Walton and the Colonial Hotel. When the payment in the latter case was made announcement was made by the payee that similar prosecution would be avoided in future by taking no money for cigars on Sunday, allowing payment to be deferred until Monday. Whether the law can be avoided in this way is more than doubtful.

Only four of the accused in the other cases were allowed to settle for less than $6.50, Magistrate South having on July 1 abandoned his former practice of making the penalty for the first offense only $2.50. Only in cases of poverty or where there are other reasons for extreme leniency is anything less than $4 and costs accepted now. Such were the cases of C. F. Brehmer, of 2400 Jefferson street; Jacob Clos, of 1400 North Twenty-seventh; J. Schreltopf, of Twenty-ninth and Poplar, and A. Schnabel, of 222 North Forty-first street, in the last lot of cases heard. The $6.50 cases were those of J. T. Hand, 4335 Lancaster avenue; R. J. Hayes, Ridge avenue and Master; Joseph Hall, 1521 South; E. A. Heppe, 2320 North Front; Samuel Holmes, 2446 North Front; J. Larme, 1805 South; J. M. Mittleman, 1619 South; H. Miller, Fifteenth and Federal; H. B. Rafto, Palethorp and Cumberland; John Ray, 2640 North Front; G. Raweirtz, Twelfth and Race; C. Rosso, Cumberland and Mascher; Charles Spiegel, 714 Vine; D. H. Schneyer, 724 Vine; Charles Seider, Girard avenue and Thirtieth; Henry Stock, 2453 North Front; Adolph Berkowitz, Belmont and Parkside avenues; A. Bendon, Fifteenth and Ellsworth; Mrs. Woodland, 1515 North Forty-fourth; George W. Bohne, 2426 North Front; M. Clay, 732 South Eighteenth; Thomas Dunn, 2300 Jefferson; —— Breitegam, Twenty-fifth and Thompson; C. W. Fischer, 1256 South Seventeenth; Robert Fogg, 2900 Girard avenue; T. Gordy, 701 South Broad; E. Gottlieb, 476 North Eighth; A. Schnabel, 222 North Forty-first; W. L. Uber, 1205 South Sixteenth; S. Zarakos, 2234 North Front; D. Belonker, 124 South; Joseph Daimstodler, 1741 South.

LAW-SUIT AGAINST PARSONS.

Philadelphia cigar dealers who have been victims of the agents of the Sabbath Association will be interested in the outcome of legal proceedings recently instituted in Braddock. The proceedings are a result of the crusade begun by the Braddock ministers to prevent the alleged violations of the Sunday Blue Laws. The question involved in the case is whether any set of persons have the right to band together for the purpose of prosecuting others under any particular law. The suit was filed by O'Brien & Ashley, attorneys for the Steeplechase Amusement Company, for $20,000 damages. The defendants are the Rev. William F. Slade, the Rev. O. H. Phillips, the Rev. W. C. Weaver, the Rev. Charles Bragdon, A. M. Scott, Thomas E. Tomlinson, John Hulse, H. Dana Rolfe and John Wilson. The ministers have arrested the defendants frequently for keeping the park open on Sunday.

STRONG CONTRAST.

There was quite a contrast in the conditions existing in two Philadelphia factories, situated only about a block apart, when they were visited by a "Tobacco World" representative early this week. In the first the cigarmakers' tables and the strippers' and bookers' seats were deserted and nobody was in sight except the proprietor, seated at his desk, and a solitary boy, tilted back on a chair against the wall and reading a well-thumbed novel. "Shut down because of the strike out Kensington way" was the explanation given, with the addition, "most of my trade is out there, and it is almost impossible to make collections." In the second factory the proprietor was figuring out how he could fill orders as fast as wanted by his customers, and he showed his visitor three letters from new customers containing large orders and urging immediate shipment. The latter factory was that of Bayuk Brothers.

ATLANTIC CITY BUSINESS.

Discouraging conditions have existed nearly all this season at Atlantic City, for cigar manufacturers and other wholesalers, as well as retailers of cigars. There have been but few successive hot days and, as a result, the patronage of the hotels and boarding houses has been very much less than last year. In one hotel with a capacity of 300 there have not been over 125 guests at any time this season, which is now at its height. As a result, there has been much less patronage of dealers in cigars, etc. than was expected, and manufacturers not only receive fewer and smaller orders, but have difficulty in making collections. Said one Philadelphia manufacturer yesterday, after a return from a business trip to Atlantic City, "If all this year's bills there are paid by the end of next year, we will be doing pretty well."

CIGARMAKERS ASSESSED.

The International Executive Board of the Tobacco Workers has ordered a 25-cent assessment on all the members of the unions throughout the country. Members of the unions in this city have received word to pay it before the end of this month. The levy is made in order to raise money for the general fund of the National organization to carry on the label propaganda, and to continue the fight against the Tobacco combination. One-third of the money is to be devoted to this last purpose, and it will be left with the local unions themselves to determine the best way of carrying on the warfare in the several districts.

PIPE-FACTORY BURGLARY.

On July 10 the tobacco pipe factory of Bloch & Shaw, No. 2813 North American street, was robbed of a number of pipes. The case was given into the hands of Special Policeman Belshaw, of the Front and Westmoreland streets station. On Sunday he arrested five boys ranging in age from 14 to 17 years, and later two others surrendered, all confessing that they had committed the crime. Entrance had been gained through a second-story window to the packing room by climbing from the roof of an adjoining coal shed. They were taken to the station house and gave their names as George Golt, Joseph Saring, William Crouton, Joseph Thompson, William Naw, John Gaines, and Thomas Gaines. All live in the vicinity of Second and Somerset streets. They were held in bail for Court.

ORANGES AS MEDICINE.

"Did you ever notice," asked a well-known Philadelphia physician the other day, "that men who eat oranges are not much injured by smoking? It is a fact. Orange juice has the faculty of neutralizing nicotine, and that is the reason. I have seen men weakened and even made ill by excessive smoking, and a few oranges were all that was necessary to straighten them out. All this bother about the injurious effects of cigarette smoking wearies me," he continued. "I don't mean to say that they are not injurious to boys—any kind of smoking is, for that matter. But those who put up a hue and cry against cigarettes say that it is the paper that is at fault. That is all nonsense. It is the inhalation of the nicotine-laden smoke that causes the trouble. You don't inhale cigar smoke, because it is too strong. But if you did, you would find that the injury inflicted by cigarettes is ridiculously slight compared with it. I have smoked cigarettes for twenty years and look at me. I eat oranges." As the doctor is an athlete and has not known sickness during the whole forty years of his life, it looks as if there might be something in his claim.—Record.

BUSINESS AND PLEASURE.

Adolph Loeb, of K. Straus & Co., is now in Switzerland, accompanied by Mrs. Loeb. On Monday Mr. Straus received from his partner a letter mailed in Luzerne which stated that they were on their way to Interlaken. Sixty-two bales of Sumatra tobacco, part of Mr. Loeb's purchases in Holland, are due to arrive this week. Of the tobacco already received, Mr. Straus says: "I have never seen any of as fine quality and I have not shown it to a single manufacturer without receiving an order."

NEW BUSINESS ARRANGEMENT.

The leaf business at 312 North Third street, heretofore conducted by C. D. Jones, in the name of the J. P. Wolff Leaf Tobacco Co., will hereafter be carried on by Mr. Jones in his individual capacity. He will still represent the above named company, however, and carry on his personal general leaf business the same as heretofore. The new arrangements were decided on last week during a visit made to Philadelphia by Mr. Wolff, who belongs in Dayton, O.

CHILD ESCAPES DEATH.

Fire caused a loss of several hundred dollars late Monday afternoon in the tenement in the rear of and above the cigar store of N. Madow, 207 Arch street. The fire started in a hallway on the second floor, where a child of two years was in a cradle. The child's clothing had caught fire when its cries attracted the attention of the mother, but the little one escaped with some slight burns on the hands. The father also had his hands burned in saving the child.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, **171 Water St., New York**

J. W. DUTTENHOFER
Dealer & Jobber in **LEAF TOBACCO**
45 North Market St.
Havana and Sumatra a Specialty. *LANCASTER, PA*

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf **Tobacco**
East Petersburg, Pa.

Smoke
FAUGH-A-BALLAGH
5c CIGAR
WRITE
GRANEY
Commercial Cigar Co.
476 North High Street,
COLUMBUS, OHIO.

Denver Union Cigar Factory
MANUFACTURERS OF
STRICTLY UNION-MADE
CIGARS
Correspondence with the Wholesale and Jobbing Trade Invited.
Denver, Pa.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor,
Barnesville, Ohio,
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL
EUREKA
PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. **707 Ohio St., Allegheny, Pa.**

HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, **Moundsville, W. Va.**
Jobbers, Write for Samples.

MOSTLY PERSONAL.

F. H. Powell, of Camden, manufacturer of the Oxus cigar, has bought out the Butterworth cigar store in the Ridgeway House, on Market street, near Delaware avenue, Philadelphia.

W. W. Stewart, of Reading, a member of the Philadelphia firm of Stewart, Newberger & Co., spent several days in the Philadelphia leaf market last week.

Louis Bacharach, of the El Basco Cigar Co., is enjoying a vacation trip through New England cities, including Bridgeport, New Haven, Providence and Boston.

Channing, Allen & Co., although their business was established only last March, have had gratifying success with their leading brands, the Robert Barclay, a ten-cent cigar, and the Napoleon Improved, which sells at five cents.

Joseph Guckenheimer, of Morris D. Neuman & Co., is in Europe, accompanied by his family. Sig. C. Mayer, of the same concern, is at home again, after a stay at Hot Springs, Va.

North Third street visitors early this week included William. Kohlberg, of Kohlberg Bros., New York, and Manuel B. Esterez, of Boston.

PHILADELPHIA LEAF MARKET

July is closing with indications of improvement in the local leaf trade. There has been an increased demand for 1900 Pennsylvania Broadleaf B's and more interest manifested in those of 1901. Connecticut Broadleaf of the 1900 and 1901 crops is becoming scarce. There has been increased trading in Havana leaf and the holders of fine goods for mixing have little disposition to sell except at prices which would be considered high had the 1902 crop been up to the average. Activity in Sumatra is not marked, buyers of large quantities preferring to wait until the end of the summer by which time the colors will have set.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending July 25, 1903.

London—J. W. Surbrug, 4 cases tobacconists' goods.

San Juan, P. R.—M. Rucabado, 8 tcs. tobacco; American Cigar Co., 287 bales tobacco, 12 crates tobacco; M. Rucabado, 91 bales tobacco; F. Rucabado, 13 bales tobacco; West Indies Cigar Co., 1 bale tobacco.

Bremen—Kaldenburg Supply Co., 5 cases smokers' articles; Otto Malchow & Co., 2 bales leaf tobacco.

Havana—W. R. Grace & Co , 1 case cigarettes; J. Bernheim & Son, 29 packages stripped tobacco; James E. Ward & Co., 270 bales leaf tobacco fillers; Cuba and Pan American Express Co., 1 case cigars; Jas. E. Ward & Co., 1 case cigars.

Liverpool—American Tobacco Co., 30 cases cigarette paper; Kaufman Bros. & Bondy, 18 cases cigarette paper.

Naples—S. Alexander, 3 cases tobacco.

Cienfuegos—I. Kaffenburgh & Sons, 230 bales tobacco, 25 bales leaf tobacco; Dunbar & Sacks, 26 bales leaf tobacco; Heyman Bros. & Lowenstein, 25 bales leaf tobacco.

SUMATRA TOBACCO.

Str. Rotterdam, arrived July 21: (1,158 bales, 50 cases)

A. Cohn & Co.	272 bales
L. Schmidt & Co.	251 "
O. Malchow & Co.	146 "
Pennsylvania R. R. Co.	108 "
H. Duys & Co.	99 "
E. Rosenwald & Bro.	82 "
Hinsdale Smith & Co.	51 "
E. Spingarn & Co.	50 "
F. & E. Cranz	32 "
Herz Bros.	18 "
Order	14 "
G. Falk & Bro.	10 "
L. Loeb & Co.	9 "
J. Hirsch & Son	8 "
A. Cohn & Co.	4 "
Rothschild & Bro.	4 "
L. Loeb & Co.	31 cases
Order	18 "
Company's General Agent	1 case

HAVANA LEAF.

Str. Morro Castle, arrived July 21: (2,114 bales, 71 bbls., 240 cases)

James E. Ward & Co.	667 bales
Order	593 "
Calixto Lopez & Co.	296 "
Sartorius & Co.	202 "
American Cigar Co.	175 "
G. Salomon & Bros.	121 "
G. W. Sheldon & Co.	69 "
S. Rossin & Sons	69 "
Starr Bros.	55 bales
Martinez Havana Co.	38 "
Greenhall Bros.	35 "
Hinsdale Smith & Co.	35 "
Brown Bros. & Co.	25 "
I. Bijur & Son	10 "
J. Bernheim & Son	10 "
R. M. Blake & Co.	9 "
Alex. Murphy & Co.	5 "
Hinsdale Smith & Co.	31 bbls.
Brown Bros. & Co.	20 "
J. Bernheim & Son	15 "
James E. Ward & Co.	9 "
James E. Ward & Co.	240 cases

Str. Havana, arrived July 25: (501 bales)

J. Bernheim & Son	300 bales
F. Alvarez	163 "
Simon Auerbach & Co.	31 "
James E. Ward & Co.	7 "

HAVANA CIGARS.

Str. Morro Castle, arrived July 21: (218 cases)

Havana Tobacco Co.	164 cases
Park & Tilford	22 "
G. S. Nicholas	8 "
Order	7 "
Calixto Lopez & Co.	4 "
G. W. Faber	4 "
F. E. Fonseca	3 "
Macy & Jenkins	2 "
Acker, Merrall & Condit	2 "
W. R. Grace & Co.	1 case
A. E. Outerbridge & Co.	1 "

PORTO RICO CIGARS.

Str. Caracas, arrived July 20: (93 cases)

G. W. Sheldon & Co.	24 cases
American Tobacco Co.	15 "
West Indies Cigar Co.	14 "
American W. I. Trading Co.	12 "
M. Rucabado & Co.	7 "
M. Sola & Hynos	6 "
F. Bonilla & Co.	4 "
F. Rucabado	3 "
Victor Malga & Co.	3 "
Samper & Co.	3 "
Cuban and Pan-Amer. Ex. Co.	2 "

Str. Coamo, arrived July 25: (115 cases)

G. W. Sheldon & Co.	33 cases
American W. I. Trading Co.	17 "
West Indies Cigar Co.	15 "
American Tobacco Co.	11 "
Order	9 "
M. Rucabado	6 "
A. S. Lascelles & Co.	5 "
P. H. Petry & Co.	4 "
Victor Malga & Co.	3 "
W. F. Dowd	3 "
F. Rucabado	2 "
H. B. Claflin Co.	2 "
F. Wagener & Co.	2 "
Arnold Print Works	1 case

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

EVER SINCE WE ESTABLISHED this business we have put up Tobacco in the BEST WAY possible. Selected B's and Good Tops a Specialty.
SONDHEIMER & SMITH,
Packers of and Dealers in **LEAF TOBACCO**
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in ***LEAF TOBACCO***
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in **Leaf Tobacco**
Lancaster, Pa.

J. W. BRENNEMAN,
Packer of and Dealer in ***Leaf Tobacco***
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones— No. 931—A, Millersville. No. 1803, Lancaster.

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of High Grade Domestic
Cigars
Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA

Capacity 50,000 per Day. Prompt Shipments Guaranteed.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's; First Class Pennsylvania Havana Seed Binders; Fancy Packed Zimmer Spanish; Fancy Table Assorted Dutch; Fancy Packed Gebhart — Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

IRREGULAR PAGINATION

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF **Lancaster, Pa.**

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

R. E. JACOBY

Wholesale Manufacturer of

High Grade Seed and Havana **Cigars**

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of **UNION-MADE CIGARS**

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. AKRON, PA.

J. E. SHERTS & CO.

Manufacturers of

High-Grade Seed and Havana **CIGARS**

Lancaster, Pa.

E. E. Weaver

Manufacturer of Fine Cigars

TERRE HILL, PA.

Orders from the Jobbing Trade Solicited. Shipping Station, East Earl.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic **Cigars**

Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,

East Petersburg, Pa.

We Employ No Salesmen

All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

W-A-R-N-I-N-G

An advertisement with this heading may have attracted your attention. The use of a word gives it its meaning. As used in said ad. it means

BLUFF! BLUFF! BLUFF!

Any One Can BRING a Law Suit. To WIN One is a Different Thing.

Our attorneys positively assure us that no suit against us or any user of the cigar mold made by us can be won. We infringe no patent and the court will so decide as soon as we can force a trial of the issue. Send us any and all so-called "Warnings" you may receive. We want to know what is going on, as we propose to defend our rights and protect our customers.

We make the Best Mold and the Highest Grade of Cigar Manufacturers' Supplies

in the market and will continue to do so, and don't propose to let one concern get an illegal monopoly of the business and in this way force the trade to pay an enormous price for their goods.

The STERNBERG M'F'G CO., 1702-12 W. Locust St., Davenport, Ia., U. S. A.

Trade-Mark Register.

KING BULL. 14,123
For cigars, chewing and smoking tobacco. Registered July 22, 1903, at 11 a. m., by S. T. Banham & Bro., Philadelphia, Pa.

PASTIME BUTTS. 14,124
For chewing and smoking tobacco. Registered July 22, 1903, at 3 p. m., by J. Young, Philadelphia.

WILLIAM G. PAYNE. 14,125
For cigars. Registered July 23, at 9 a. m., by Geo. D. Mahoney, Bridgeport, Conn.

FATHER ERIE. 14,126
For cigars. Registered July 24, 1903, at 9 a. m., by C. Deck & Sons, Erie, Pa.

C. & D's 14,127
For cigars. Registered July 27, 1903, at 9 a. m., by C. Deck & Sons, Erie, Pa.

CANCELLATION.

"Winola" registered by S. T. Banham & Bro., Philadelphia, Pa., has been canceled.

REJECTIONS.

Mingo, Hello Bill, Our Own, Rialto, Toledo Star, Brexton.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Belle de Milwaukee, Longo, Renee, Especiales de Jose Silva, Aldola, Hoja Superiora, 20-20, Hoja Superba, Sir John Coventry, Sir Charles Barry, George Canning, John Selden, Charles Pratt, Henry Pelham, John Scott, Union Life, Union Empire, Union Wonder, Union Hummer, Cyrus Griffin, Luther Martin, John Page, George Mason, Pierce Butler, David Ramsey, Lewis Morris, Spinoza, Tom Howard, Lodovico, Relievo, La Nada, Princess Lola, La Flor de Santa Clarissa, Philip V, Custom Dodger, Flo, Worthmore, Monoma, Lorrie, Modina, Bonnie Jess, Sylvetta, Rayette, Vona, Luxo, Vonette, La Starita, Astarita, Venetian Gem, Bellhaven, Virgin Soil, White Horse, Black Charger, El Celero, Royal Hunter, Nixon Theatre, Special Merit, Finest Grown, Very Tasty, Right There, Celebrato Cuban Planter, King of Cigars, Niceties, Real Spanish, Espanola Forever, Spanamerico, Nicoya, Co. F. C. T. A. U., You Guess, Uguess, Oh Guess, You May Guess, Umay Guess, Oguess, Uron, Thorella, Kolutoo, Union Aroma, Fama de Union, The Hirsch Goal, Crystal Wedding, The Yard Blend, Florodean, Post Office, Stillwater, Minn., Dunder-Und-Blitzen, Mi Antonieta, 512, Union Hour Cigar, Transport, Belle of Knightstown, La Rosa de Flandes, City Hall, Mountain Lily, Pacific Slope Smoke, Rockville Center, El Gnosto, Gas Belt, Karrmann's Black Jack, Wolga, The Penza, Spinoza, Main Chance, Heladee, Soko, Potato Patch, Tarita, Comprendo, St. Elmo, Shamrock III., Smoke My Sort, James McNeil Whistler

New Corporation in York.

Organization of The Winget Machine Co. and Election of Officers.
York, Pa., July 27, 1903.

The hot weather and vacation season combine to dull the edge of business in leaf tobacco. Local dealers report "fair business" in a manner indicative of less pretentions than verbal indications lead one to believe.

Information is desired at 717 Real Estate Trust Building (where the chief of Pennsylvania Department of Manufacturers of Louisiana State Purchase is located) relative to manufacturers of cigars in the city and county who propose to exhibit at the fair. The information is desired in order to complete a catalogue in preparation.

The one-time proprietor of the Porto Rico Cigar Company, Chas. W. Solomon, from New York, who operated factories in Key West and Red Lion, Pa., has been found guilty in New York Courts of using counterfeit union lables and has been fined $500. Later proceedings held him on a charge of having substituted false bottoms in boxes of cigars made and filled in this section so that dealers and consumers would believe them made in Key West. In the neighborhood of one-half million Pennsylvania cigars purporting to be Key West goods have been distributed throughout the United States by Solomon, according to Secret Service officials.

Daniel Dehuff, the East Princess street manufacturer, and his wife, are sojourning at Atlantic City.

J. W. Yohn, of East Prospect, is very busy at his factory. Recently he placed an ad in a local paper for one million cigars of a certain shape.

Geo. Shenberger has retired from the firm of Decker & Shenberger. In the future the business will be conducted by Thomas Decker at the place heretofore occupied by the firm. Mr. Shenberger will engage in the grocery business.

J. C. McCoy, manufacturer in Dallastown, is the owner of a new automobile and is a frequent visitor to the city, using the machine as a means of conveyance.

Bert Richards, of Geo. A. Kohler & Co., has returned from a successful business trip through New York State.

The Winget Machine Company organized last week, electing J. Stanley Win-

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of ***Nashville, Pa.***

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

GEO. W. WERT & CO.

MANUFACTURERS OF

High Grade Union-Made Cigars

No. 14 North George St. ***York, Pa.***

UNION PLANTER 5-cent Cigar is Our Leader.

A sure cure for Dry Cigars and Tobacco.

A cure for foul, slimy, Sponge, Cotton and Felt.

The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.

Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock. No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities. No. 2 for tobacco pails. No. 4, Pans 14x12x2 to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 14x7x1? for each wall case shelf; 14x12x60 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.

O. R. RICE & CO., 103 East 14th Street, NEW YORK.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON, Factory Representative for Penna. 1133 Ridge Avenue, Phila.

"Attention!"
If it's Tobacco you want, and you are up to date---You Will See Us.
Write for Samples and Prices.
Taylor Brothers Tobacco Co.
Independent Tobacco Makers. Union Factory. 3 *Reading, Pa.*

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUDDE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Wanted. Seed Scraps and Siftings
Submit sample by mail and put name and address on parcels
INTERNATIONAL TOBACCO COMPANY
204-206-208 East 27th Street, NEW YORK

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

get, of York, president; J. C. Weaver, of Jersey City, vice president, and S. L. Eiter, of York, secretary and treasurer. All the stock had been taken and double the amount could have been sold. Orders of the company's cigar making machinery are coming from all parts of the country.

San Francisco Interests.

Business in That City and Other Places in California.

San Francisco, July 21, 1903.

The wholesale trade in San Francisco is beginning to liven up and the retailers are doing more than is general at this season. The leaf dealers report that trade has continued dull for a longer season than has usually been the case, although, judging from the way in which trade kept up among the larger cigar manufacturers, business activity will be good in a few weeks. The cigar manufactories are now all in operation, after having been closed down for a week or two, and July business has been going beyond all expectations.

Some little stir is anticipated in local tobacco circles within the next two or three weeks, when the H. N. Martin & Co., of St. Louis, establishes an agency in San Francisco for the purpose of introducing "Martin's Favorite" on the Pacific Coast, in competition with the "Star Tobacco" of the Continental Tobacco Co. David Lawrence, of the David Lawrence & Co., of Honolulu, will have the agency, and is preparing to give the line a thorough introduction.

E. M. Smith, of Petaluma, has secured the agency for the Scotten Bros. Tobacco Co., of Detroit, and is placing the "Cadillac Plug," a union made brand, on the Pacific Coast.

At the meeting of the merchants who met with losses of tobacco in the Kansas City floods, held in San Francisco last Tuesday, a committee was chosen from the merchants who filed claims; that committee to have power to decide whether action shall be taken to recover damages, either from the railroad or from the American Tobacco Co. A meeting of the committee will be held this week.

M. H. Esberg, of M. A. Gunst & Co., has returned from a flying trip in the southern part of the State. He reports that goods are now moving off nicely and business in a better condition than it was a few weeks ago. The offices at the main store on Kearny street have been enlarged and very much improved. Reports from Europe state that the doctors find Mr. Gunst's condition to be rapidly improving.

The new M. Blaskower Co. store on the corner of Hayes and Market streets, opposite the City Hall, was opened last Saturday. The store is fitted up with all the modern improvements and is the best of any of the retail stores of the company.

The Emporium is again offering the "Recruit" five-cent cigar ten for twenty-five cents, and continues to do so at short intervals. Actions taken by the manufacturers have not yet caused department stores to refrain from this method of handling cigars.

E. Goslinsky & Co., leaf dealers on Battery street, already have in a few large shipments of goods that were purchased by Sam Goslinsky while away on his European trip. The goods are already being turned out to the trade and giving excellent satisfaction.

J. A. Krumb, of Krumb & Mierson, is at present taking a vacation at Lake Tahoe.

Joe Norton, with Dan Carter, has returned from a vacation trip to Truckee.

Edward Popp, a cigar manufacturer at San Jose, Cal., will make a trip to San Francisco this week for purchasing a new stock.

J. A. Schweiser, at 131 West San Fernando street, San Jose, Cal., has advised the trade that he has gone out of business.

Thirty-five proprietors of cigar stores in Sacramento, Cal., which comprises all in the city, met recently and effected an organization to be called the Retail Cigar Dealers' Association.

A case containing 1100 cigars, addressed to T. M. Dugan, Redlands, Cal., was stolen from the hallway of Orr Harlason's cigar store, in Los Angeles, Cal., last week.

A shipment of 642,235 pounds of tobacco, grown in the west coast of Lower California, was made at Guaymas, going through in bond to the City of Mexico. It is one of the largest shipments that has ever come to the port of Nogales. Its value in Mexican money is $64,322, and in gold $26,845. The amount of the bond to be given to carry this cargo of tobacco through America is $95,970 in gold.

Phones: K'y'st'ne, 67-70 Main; Bell, 62-39A
MUNJURA
Union Made
Turkish Cigarettes
Manufactured by
M. KAUFMAN & CO.
Importers & Manufacturers of Russian & Turkish Tobaccos, Wholesale and Retail
504 S. 5th St., Philadelphia

Manhattan Briar Pipe Co
Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St. NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ
Manufacturer of High Grade
EGYPTIAN CIGARETTES
74 Wooster Street NEW YORK
Traveler–Cork Tips. Planet–Gold Tips
Planet–Plain Tips. Planet–Cork Tips

KLEINBERG'S
Chico CIGARS
AGAIN ON THE MARKET.
A Better Cigar than ever, and Selling Faster than ever before.
M. KLEINBERG,
Manufacturer.
219 N. Second Street, Philadelphia.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000 Factories:
Cigars
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

J. K. PFALTZGRAFF & CO.
Manufacturers of
Business Getting
Cigars
YORK, PA.
High Grade Nickel Seed and Havana Leaders:
"KENTUCKY CARDINAL"
"EL PASO" "1303"
"CHIEF BARON"

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—*The* Bear Brand—*The* Cub Brand—*The* Essie Brand.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

LA UNION CIGAR CO.

Hanover, Pa.
Manufacturers of
High Grade Union Made
Cigars
SPECIAL BRANDS:
ALEX WILSON—ten sizes;
MINERS' VICTORY, PRIMO, LITTLE PEDRO, and LA UNION CROOKS.

W. H. RAAB & SONS
LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871.
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY.
DALLASTOWN, PA.

I. E. STUMP & CO.
WHOLESALE MANUFACTURERS OF
HIGH GRADE MEDIUM PRICED Cigars
Red Lion, Pa.
Remember that the MELODIOSO is Our Leader.

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE
Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,

Packers and Dealers in Leaf Tobacco

105 S. George St., YORK, PA.

Walter B. Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of Leaf Tobacco

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.

Packers of Leaf Tobacco

James and Prince Streets,

LANCASTER, PA.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. ☞Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

A. J. HINSEY,

Manufacturer of

Fine Havana and Domestic CIGARS

For Wholesale and Jobbing Trade Only. Correspondence solicited. Akron, Pa.

E. B. STONER,

Packer of and Dealer in

PENNA. LEAF TOBACCO

Hellam, Pa.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

Sales are as yet very scarce, but are expected to be more abundant, as the leaf is all ready for the sweat. The market is practically bare of New England goods. As soon as the leaf has passed the sweat, it is expected a great demand for it will be visible. There is an insufficient supply.

Care should be taken to avoid injury. It often becomes necessary to remove some of the boards from the heads of the cases so as to allow the surplus moisture to escape, or it will cause damage. It will do no harm to pry out one or more boards from the heads of the cases. If found slippery, leave them out until it is through the sweat.

As the tobacco each day increases in size the growers are very apt to keep a sharp lookout for hailstorms. A few minutes of hail easily ruins a valuable crop. So far we have had but one hailstorm. This occurred in East Windsor Hill, Ct., and South Windsor. At Poquonock, where the tobacco was large, much damage resulted, and also at Glastonbury. The late set fields were but slightly injured, while the early set were damaged more or less. Topping the tobacco is now in order. The crop so far is pretty sure to be a first-class one, and is looking as well as the average of years, if not better.

Our correspondents write:

Hatfield: "The tobacco crop is growing fast at this writing, with good promise of a full crop, except on very light soil, covering but a few acres in the whole town. It is much better than many thought before the warm weather came. No sales of the old goods are reported."

Whately: "I have only one sale of the 1902 tobacco to report, V. D. Bardwell's crop at 18c. This was put up and force sweated by L. F. Graves, of Whately, and sold by him. Mr. Graves has had offers for other crops that he packed, but would rather hold them than to sell at prices offered at present. This year's crop is looking very good. Some have commenced topping. Many claim that the crop is topping out too low. If they count the leaves on these low plants, they will count from 16 to 18 leaves on a plant."

North Hadley: "Tobacco as a whole is looking rather poorly. There are some good crops. The early crops are budding low and will be lighter than desired. Later set crops, if favored with good weather from this on, will be fair. J. H. Day has sold his light wrappers for better than 40c., but not quite 50c. This is as near as he could give."

Hinsdale, N. H.: "Nothing new in the tobacco line. The crop is doing finely, if we consider the cool nights we have. It will cause the plants to spindle and bud out low. Although it is growing fast we do not expect a heavy crop."

Conway: "A few have begun to top their tobacco, but find that it has budded pretty low, although just as many leaves are on the plant as when topped higher. But we fear that it will be a light crop. The later set bids fair to be the best this year, if the favorable weather continues. Only a few 1902 crops remain in growers' hands. But we are glad, for at no time has the prospect been any better than now for getting a good price for our crops."—American Cultivator.

BALDWINSVILLE, N. Y.

The market remains quiet, a few sales having been reported during the past few days. The interest is mainly centered in the growing crop, which growers believe will be a large one.—Gazette.

BOLTED CIGAR BOARDS MANUFACTURED BY L. L. BEDORTHA WINDSOR, CONN.

PATENTS

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H. B. WILLSON & CO. Patent Attorneys
774 F Street, N. W., WASHINGTON, D. C.

DETROIT TO BUFFALO STEAMBOAT CO

QUEENS OF THE LAKES

Steamers Eastern States and Western States

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TO ANY POINT WEST

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INCREASES YOUR PROFITS,

Increases the Earnings of Your Labor Twenty to Fifty Per Cent.,

INCREASES YOUR CAPACITY,

Reduces the Cost of Your Goods and Improves their Quality.

Hundreds Already in Successful Operation. Sent on Ten Days Trial.

SEND FOR CATALOGUE.

Winget Machine Company,

YORK, PENNA.

EDGERTON, WIS.

The weather of the week, aside from the extraordinary rainstorm of the 17th, has been decidedly favorable for the development of the growing crop, which is now making satisfactory progress. The floods that came with the storm, covering a good share of the tobacco section of the State, have resulted with quite serious damage to the crop. People who have ridden extensively this week claim that fully one-quarter of the acreage has been drowned out and ruined. Topping of some of the earliest set fields has commenced this week, though it has not become general as yet.

Packers report an improved inquiry after old goods, and some sales of a moderate character have taken place. The 1902 packing put up by S. H. Hindes at Lodi, consisting of 272 cases, has been sold. The report reaches us that the 1901 packing owned by Putman & Co., at Brodhead, 247 cases, has been purchased by L. B. Carle & Son.

Shipments, 400 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Offerings for the week, 271 hhds. The market opened easy at about same prices as previous week, but was in buyers' favor all through the sale. Sales 530 hhds., reducing stock on sale to less than 2,000 hhds., and receipts during month largely from other markets. On the whole, the market is very low on Medium and Good Leaf, while the short Common Leaf is steady at unchanged prices. Lugs are all gone.

QUOTATIONS

Leaf—Common, 5½ to 6¼c; Medium, 6½ to 7¼c; Good, 7¼ to 9½c.

Old Lugs, 5 to 5¼c; Leaf, 6½ to 8c; Stogie Fillers, 5to6c; Wrappers, 7to8¼c.

Receipts for the week, 305 hhds; for the year, 10,180; Sales for the week, 530 hhds; for the year, 8,104.

The crop in field is growing nicely.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 113 hhds.; Offerings on the breaks 295 hhds.; public and private sales 288 hhds.

The quality of the Leaf was mainly Common to Medium. The market was irregular, but not materially changed as to prices. But few Lugs appear, and but few are left in the unsold stocks. Low Leaf is being substituted at just above Lug prices.

The crop in the field has been cleanly worked and looks healthy, but the last plantings are still small in size.

QUOTATIONS:

Low Lugs	$4.00 to $4.50
Common Lugs	4.50 to 5.00
Medium Lugs	5.25 to 5.50
Good Lugs	5.75 to 6.00
Low Leaf	5.25 to 6.25
Common Leaf	6.50 to 7.00
Medium Leaf	7.25 to 8.50
Good Leaf	9.00 to 10.00
Fine Leaf	10.50 to 12.50

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Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

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Manufacturer of

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GOLD LEAF PRINTING a Specialty

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F. W. Dohrmann. [Estab'd 1873] Theo. S. Dohrmann.

F. W. Dohrmann & Son,

Packers of Cigar Tobacco

Packing Houses: { Covington, O. Gettysburg, O.

Zimmer Spanish, Ohio Seed Leaf, Little Dutch.

Redryers of Burley Tobacco

Redrying House: Cincinnati, O.

Bright Grades and Cigarette Wrappers a Specialty.

Samples forwarded on application.

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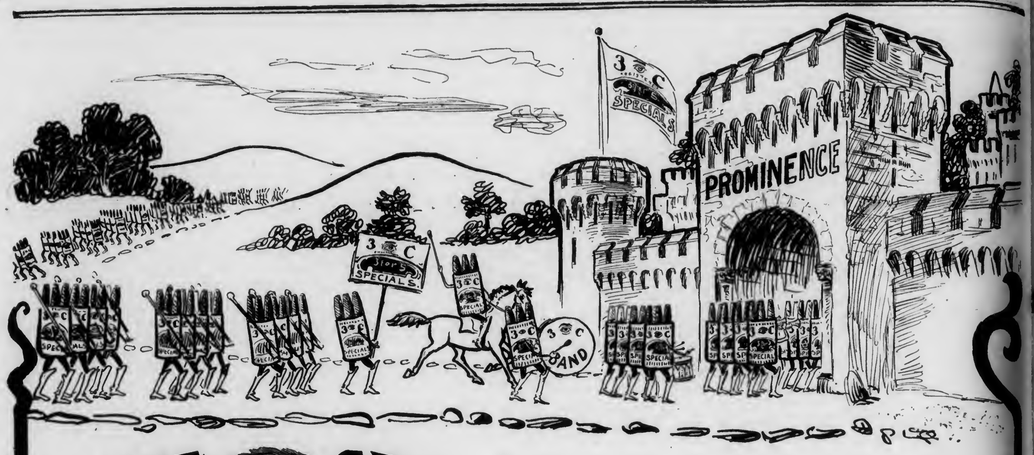
J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

—THE TOBACCO WORLD—



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Correspondence with the Wholesale and Jobbing Trade Invited.

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DECKER & SHENBERGER

York, Pa.

MANUFACTURERS OF

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Cigars

For the Wholesale and Jobbing Trade. Correspondence invited.

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TEXAS TOBACCO TRACTS FOR SALE CHEAP

U. S. Government official tests prove that the finest grade of **CUBAN LEAF** Can be grown in East Texas on line of the SOUTHERN PACIFIC R. R.

Why don't you write for Information to **T. J. ANDERSON, G. P. A., Houston, Texas.**

Business Changes, Fires, Etc.

Arkansas.

Little Rock—C. B. Stewart & Bro., C. B. Stewart, individually, cigars; petition in bankruptcy.

California.

Wilmington—T. B. Goodnight, cigars, etc., burned out; no insurance.

Colorado.

Victor—P. J. Weipper, cigars, sold out.

Connecticut.

New Britain—I. H. Solomon, wholesale and retail tobacco, receives warranty deed—gives mortgages, $5,000.

Georgia.

Atlanta—B. E. Palmer, retail cigars, succeeded by Mrs. A. C. Fite.

Illinois.

Chicago—John A. Lorimer, cigars, out of business.

Iowa.

Fort Madison—Charles H. Finch, cigars, succeeded by George A. Howard.

Mount Pleasant—H. Allsup, of Allsup & Bickenbach, cigars, sold his interest.

Maine.

Sabattus—F. B. Lombard, cigars, mortgaged real estate, $456.

Massachusetts.

Boston—Stephen Tilton & Co., wholesale tobacco and cigars, dissolved.

Somerville—Frank Alpiano, tobacco, etc., chattel mortgage, $100.

Nebraska.

Grand Island—Werrick Cigar Co. incorporated for $10,000.

New Hampshire.

Manchester—Roger G. Sullivan, manufacturer and wholesale dealer in cigars and tobacco, deeded real estate.

New York.

New York City—A. M. Garcia Cigar Factory, petition in bankruptcy.

Schenectady—Robert Eagan, cigar manufacturer, judgment $143 and closed.

North Carolina.

Charlotte—Jonas Schiff, of Schiff & Co., wholesale cigars, etc., dead.

North Dakota.

Wahpeton—F. Peterka, cigars, satisfied chattel mortgage $1,150.

Oregon.

Marshfield—Owen & Noble, cigars, dissolved. Business continued by A. P. Owen.

Pennsylvania.

Shamokin—Wm. L. Sechler et al., cigars, judgment, $2,500.

Rhode Island.

Providence—George B. Tanner, cigar manufacturer, chat. mtge. $500 renewed.

Wisconsin.

Kenosha—John Nieman, cigar manufacturer, real estate mtge., $1,500.

Milwaukee—Pasterski Bros., manufacturers of cigars, out of business.

PATENTS RELATING to TOBACCO, Etc.

734,295 Combined cigar-cutter, pipe tamper and pipe-cleaner; David S. Blanpied, Newtonville, Mass.

734,488 Bundling apparatus; Frank P. Wiseburn, New York, and L. Buhle, Woodhaven, assignors to Patent Tobacco Sample Binder Co., New York city.

12,132 Re-issue—Tobacco pipe; H. M. Willis, East Williston, N. Y.

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CIGAR LABELS,

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Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

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OF

$142,500

Will be Made in December, 1903, Based on the Month of NOVEMBER, 1903, to Smokers of

"CREMO"	"FONTELLA"	"WEGO"	"SIONA"
"CUBANOLA"	"RENOWN"	"NERVE"	"SPANIOLA"
"GEO. W. CHILDS"	"SALVA FUMA"	"STAR"	"TWO ORPHANS" (2 for 5c)
"JACKSON SQUARE"	"SANTA BANA"	"LILLIAN RUSSELL"	"BENEFACTOR"
"PREMIOS"	"PEOLA"	"TURCO"	"FLORODORA" (3 for 10c)
"EXPORTS"	"SMOKETTES"	"VELVET"	"Florodora Operas" (5 for 10c)
"La Belle Creole" (10c)	"COLUMBIA" (10c)	"CONTINENTAL" (10)	"PIONEER"
	"DOWLEDO"	"DETROIT FREE PRESS"	

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?

(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3 00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000 00 in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000.00 "
To the	5 persons whose estimates are next closest	($1,000 00 each)	5,000 00 "
To the	10 persons whose estimates are next closest	($500.00 each)	5,000.00 "
To the	20 persons whose estimates are next closest	($250.00 each)	5,000 00 "
To the	25 persons whose estimates are next closest	($100.00 each)	2,500 00 "
To the	50 persons whose estimates are next closest	($50.00 each)	2,500 00 "
To the	100 persons whose estimates are next closest	($25.00 each)	2,500.00 "
To the	2,000 persons whose estimates are next closest	($10.00 each)	20,000 00 "
To the	3,000 persons whose estimates are next closest	($5.00 each)	15,000 00 "
To the	30,000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2.50 per box)		75,000.00
	35,213		
	35,213 persons		***$142,500.00***

Every 100 bands from above named cigars will entitle you to four estimates.

[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445,795,483	August	483,551,833	485,441,753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800,523	575,804,470
April	427,952,758	481,870,212	516,835,163	October	532,205,063	574,551,047	628,881,303
May	456,509,855	553,187,580	523,035,907	NOV.	508,258,250	529,308,500	562,444,393
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.

Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after December 1st, 1903, as the figures are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands. Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue.

Handsomely illustrated 80-page catalogue (page size 7 in. x 10 in.) showing all the Presents exactly as they are, and with beautiful embossed cover lithographed in ten colors and gold, will be mailed to any address upon receipt of ten cents, or ten tags, or twenty cigar bands.

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Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
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P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

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A Matchless 5 cent Cigar.
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Different from all. Have you noticed it?
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Makers,
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Published Every Wednesday
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224 Arch Street, Philadelphia.

JAY Y. KROUT, Presd't and Gen'l Manager.
H. C. MCMANUS, Sec't'y and Treas.

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Where they Will be Seen by the Entire Trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

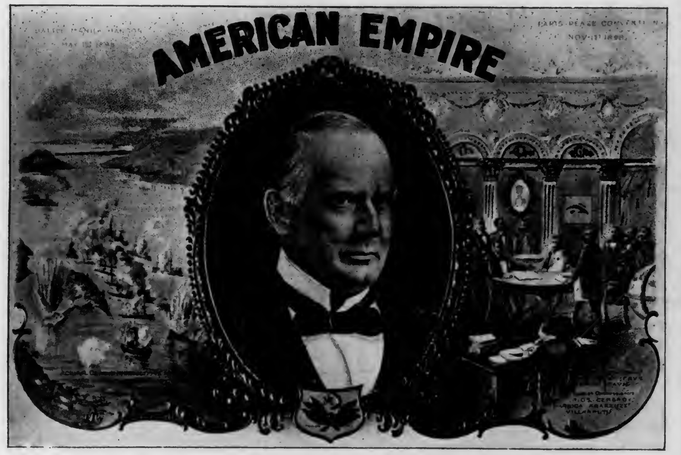
The Tobacco World publishes weekly a complete list of current registrations, in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

DESERVEDLY POPULAR.

THERE is a dignity and an evidence of refined taste in the "American Empire" cigar label, which is particularly appropriate, inasmuch as the brand is distinctively and exclusively high grade and is intended to appeal to men to whom anything of a flashy or questionable nature, either in the name or design of label, would be objectionable.

The merit of the "American Empire" cigars is so pronounced that the makers, John G. Spatz & Co., depend for patronage not on particularly low prices to dealers nor special inducements in prices to customers. Satisfied with only a fair margin for themselves, they provide a fair margin for the dealer and provide that the smoker shall have his full money's worth, whether he pays 25 cents for three Conchas Especials or 50 cents for three Napoleons.

Sumatra wrapper, Connecticut binder and booked Vuelta Abajo filler, and strictly hand-made! What else in point of merit can be asked in a domestic cigar?



FAC-SIMILE OF JOHN G. SPATZ & CO'S "AMERICAN EMPIRE" LABEL.

The "American Empire" cigar has now been on the market nearly five years, having been introduced by John G. Spatz & Co. at Reading in November, 1898.

The manufacturers of this cigar are selling this brand principally in Pennsylvania and adjacent States, although the firm has some distributers of its "Seed and Havana" cigars who are also using the same label in some of the Western States. The manufacturers aim to make this cigar, in every way, the best and the highest in standard that experience and money can produce. It is made in seventeen different sizes, ranging in price to the jobbing trade from $52 to $75 per M. This cigar has been placed generally in the territory above mentioned, and is giving excellent satisfaction, which is shown by the continuously increasing business. Wherever the retailer is looking for quality regardless of price, good results are had with this brand. This is well known in the territory above mentioned, and inquiries are received right along, by the manufacturers, from the retailers and jobbers who are interested in a "good piece of goods".

An especially satisfactory local trade is enjoyed in the city of Reading, on this brand. The "American Empire" is handled in large quantities by the leading retailers of the city. It will be found in all the various sizes at the cigar stores of Thomas P. Moore, H. J. Borell, and J. Luther Goodhart, and at the Kerper Cigar Store. In Philadelphia, it is handled by Coane & Patterson, 111 South Thirteenth street, and Finley Acker & Co., 121 North Eighth street; in Wilkes-Barre, by Selig Cohen and the Sterling Hotel stand; in Pittston, by Weeks Bros.; in Scranton, by O. P. Stoll & Co. and the Jermyn Hotel stand; in Hazleton, by the Central Hotel cigar stand; in Williamsport, by Henry Lundy, 250 West Fourth street; in Altoona, by Cunningham Tobacco Co.; in Johnstown, by W. H. Strauss & Co.

At important points outside of Pennsylvania the "American Empire" cigars are handled by leading houses:—In Washington, D. C., by Dan. Loughran & Co.; in Baltimore, Md., by E. J. Grainger, North Charles street; in Wilmington, Del., by Selak & Hoffman; in Trenton, N. J., by Charles Slee; in Newark, N. J., by John R. Miller & Son; in Buffalo, N. Y., by John C. Rowe, 345 Main street; in Cleveland, O., by N. E. Bloch; in Toledo, O., by C. W. Starr; in Cincinnati, O., by John C. Davis; in Springfield, O., by the Arcade Cigar Co.; in Dayton, O., by Ed. C. Albert; in Chicago, Ill., by Franklin MacVeagh & Co.; in Minneapolis, Minn., by Paris-Murton Co.; in St. Paul, Minn., by F. J. Doris; in Omaha, Neb., by W. F. Norris; in Kansas City, Mo., by Van Noy News Co., in Denver, Col., by John D. Ross; in Colorado Springs, Col., by M. Oppenheimer & Sons.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

Packers of Leaf Tobacco VUELTA ARRIBA 107 Arch St. PHILADA.

D&T

Established 1825

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF

Importers of HAVANA and SUMATRA TOBACCO

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son

IMPORTERS AND DEALERS IN HAVANA AND SUMATRA SEED LEAF TOBACCO

112 N. THIRD ST. PHILADELPHIA, PA.

THE EMPIRE LEAF TOBACCO COMPANY

Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra Tobacco

S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS & CO. IMPORTERS OF HAVANA

DEALERS IN LEAF TOBACCO

301 & 303 NORTH 3rd ST. PHILADELPHIA

K. STRAUS A. LOEB

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in LEAF TOBACCO

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana AND Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

L. KRUPPENBACH

IMPORTER OF HAVANA AND SUMATRA SELECT IN LEAF TOBACCO

1042-44 N. ELEVENTH ST. PHILADELPHIA

REGISTERED

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana

217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

Rabell, Costa & Company,

TOBACCO DEALERS

Our Specialties:

Vuelta Abajo and Santa Clara

Manrique 199,

Cable Address: RABELL.
Post Office Box, 117.

HAVANA, CUBA.

CIGAR TRAVELERS CARICATURED.

Owen Wister, the Philadelphian who wrote "The Virginian," musthave gotten an awful calling down from some cigar traveler, for in one of the early chapters of his greatly advertised novel he goes out of his way to insult all traveling cigar salesmen in a most atrocious way. After describing his hero's entrance into Medicine Bow, Wyo., he introduces to the reader's notice "two Jews handling cigars," one of whom subsequently is depicted as attempting to get into the hero s good graces by alleging, and falsely at that, as the narrative shows, that he had met him at the "cafe" of one "Ikey" near the stockyards in Chicago. Proceeding, the cigar drummer is made to say:

"I can tell a man when he's white, put him at Ikey's or out loose here in the sage-brush." And he rolled a cigar across to the Virginian's plate.

"Selling them?" inquired the Virginian.

"Solid goods, my friend. Havana wrappers. The biggest tobacco proposition for five cents got out yet. Take it, try it, light it, watch it burn. Here." And he held out a bunch of matches.

The Virginian tossed a five-cent piece over to him.

"Oh, no, my friend! Not from you! Not after Ikey's. I don't forget you. See? I knowed your face right away. See? That's straight. I seen you at Chicago all right.

"Maybe you did," said the Virginian. "Sometimes I'm mighty careless what I look at."

This gross caricature is so violently abusive, smacks so much of "riotess," that anyone who is at all acquainted with cigar travelers "making" Wyoming, notoriously one of the poorest cigar States in the Union, comes readily to the conclusion that Mr. Wister has his own narrow reasons for committing it to paper.

—Last Friday fire caused a loss of between $150,000 and $200,000 at the Jersey City plants of Jarvis & Co., tobacco, and the Carey Asbestos Co. The firemen had great difficulty in saving a brick warehouse holding leaf tobacco valued at nearly a million dollars.

—By a deal closed last week the Continental Tobacco Company secures the rehandling plant of N. F. Dortsch & Co., of Louisville, Ky. It is understood that the acquisition of the Dortsch plant means the transfer to Louisville of the New Orleans plant of the Continental Company.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending Aug. 3, 1903.

Trieste—American Tobacco Co., 8 cases tobacco.

Havana—American Trading Co., 1 case cigarettes; L. J. Spence, 6 cases cigars and cut tobacco; James E. Ward & Co., 279 cases cut tobacco, cigars and cigarettes.

Liverpool—Zimmerman & Forshay, 4 cases tobacco.

Vera Cruz—G. J. Nichols, 6 cs. cigars.

SUMATRA TOBACCO.

Str. Potsdam, arrived July 29: (1,067 bales, 15 packages; 1 case)

E. Rosenwald & Bro.	205 bales
A. Cohn & Co.	161 "
H. Duys & Co.	93 "
S. Rossin & Sons	88 "
Company's General Agent	82 "
United Cigar Manufacturers	81 "
E. Spingarn & Co.	67 "
Sutter Bros.	64 "
J. Holzman	43 "
S. Auerbach & Co.	42 "
M. F. Schneider	39 "
A. Blumlein & Co.	32 "
B. Labe & Sons	25 "
J. H. Goetz & Co.	16 "
S. Dresdner	10 "
J. H. Goetz	9 "
L. Friedman & Co.	5 "
F. & E. Cranz	5 "
A. Cohn & Co.	15 pkgs.
A. Blumlein & Co.	1 case

HAVANA LEAF.

Str. Mexico, arrived July 28: (929 bales, 5 cases, 64 bbls., 178 pkgs.)

James E. Ward & Co.	438 bales
A. Pazos & Co.	171 "
S. Rossin & Co.	91 bales
Fred D. Grove	50 "
M. T. Cohn	46 "
L. Friedman & Co.	35 "
J. Bernheim & Son	24 "
F. E. Fonseca	23 "
G. Salomon & Bro.	20 "
Hamburger Bros. & Co.	16 "
Simon Batt & Co.	10 "
A. Vogt & Sons	5 "
James E. Ward & Co.	5 cases
E. Regensberg & Sons	40 bbls.
Brown Bros. & Co.	12 "
Hinsdale Smith & Co.	8 "
A. Pazos & Co.	4 "
American Cigar Co.	178 pkgs.

HAVANA CIGARS.

Str. Mexico, arrived July 28: (208 cases)

Havana Tobacco Co.	162 cases
Order	10 "
Canadian Pacific R. R. Co.	8 "
C. Lopez & Co.	6 "
Waldorf-Astoria Segar Co.	5 "
G. W. Sheldon & Co.	5 "
Berson & Hedges	3 "
Park & Tilford	3 "
Merchants' Dispatch Co.	3 "
B. Wasserman	2 "
Barber & Co.	1 case

MEXICAN LEAF TOBACCO.

Str. Esperanza, arrived Aug. 3: (743 bales)

Order	270 bales
Weil & Co.	136 "
George H. Schuster	79 "
Simon Auerbach & Co.	51 "
L. Friedman & Co.	50 "
J. Rossin & Sons	43 "
E. Hoffman & Co.	37 "
Herz Bros.	32 "
M. Cuez	20 "
E. Rosenwald	20 "
J. Bernheim	5 "

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE REALM OF THE RETAILERS

REFRESHMENT.

The proprietor who has been working hard for several months needs a rest. The employes who have been working faithfully for a busy season need a rest. The people of the town and country surrounding who have been buying liberally need a rest. It is the rest season, the vacation time of the year. The store will be the better for the vacations taken by all connected therewith. The place will be the brighter for turning the employes out to rub against new ideas and new opportunities. The customers may be the better for getting away and seeing how the stores in other cities are conducted. If the merchant is careful in piecing out the vacations he will find the store management is not embarrassed by the absence of the clerks and will be better equipped for larger business and better work when the vacationers come back. A trip to lakes, mountains, seashore or country will get the musty ideas of the old season out of the brain of the hard worker and will put new energy into each. Vacations pay, even if they are made at the expense of the establishment. They are far more desirable since the better class of employes ar willing to pay their own expenses and welcome the opportunity to get away if they want to go. Other ways may be devised by which the store force can be rejuvenated, but none can be used as easily and successfully.

• • •

PRAISING EMPLOYES.

Many employers have the false impression that it is dangerous to praise their help, believing that they will get "too smart," but the fact is the reverse.

Nothing else will suppress so effectually the spontaneity in service and nerve of employes as lack of appreciation or perpetual fault-finding.

You cannot use them as safety-valves to vent the spleen of your dyspeptic moods, and then expect from them a manifestation of just the opposite qualities.

Like produces like.

The majority of them will be kind and considerate, if you are kind, sympathetic and helpful toward them, but not otherwise.

You have no right to claim from them what you are not willing to give them. It is not only unfair, but also positively dishonest to ask for something for nothing.

It is encouragement, praise, helpful sympathy and a real interest in the welfare of employes that call out enthusiasm, interest in your business and a feeling that they are largely responsible for your success or failure. With these you will get spontaneous service and a desire to help you and give you as little trouble as possible.

We know employers whose assistants are so loyal that they would cheerfully work holidays and evenings or do anything required to help out in emergencies.

This is the test of leadership—the ability to manage others so that you get their unstinted confidence and their loving service, so that they are always ready to help in every way possible.

Properly treated employes feel that they are practically partners in the business; they are so interested that dull times pain them. They suffer because of your losses, and are as sensitive to your misfortunes as yourself.

Such an attitude on the part of employes is not developed by abuse. Meanness will not call it out; selfishness cannot command it. It is purely voluntary arising from a consciousness of kindness and nobility in yourself.—Success for March.

• • •

JUDGMENT IN ADVERTISING.

An ad should never excite distrust.

As soon as it leaves a loophole for doubt on the reader's part, its usefulness has received a knock-out blow.

Good advertising is not in fine words nor in euphonious phraseology. It is King's English in its plain but strong clothes.

It is language with its sleeves up and spit on the palms of its hands.

It means hard, knotty, muscle-lumped arms—not the soft, graceful curves of a Venus, which might be good to look upon but which lack effectiveness when it comes to the strenuous pull and haul of hard business.

"Our clothing fits instead of giving fits," may be cute and clever, but how, in the fair name of sanity, could it convince anybody that the clothing is any better than somebody's else?

Does such a statement strike in deep and stay with the reader?

Foolish question!

Does such a statement make anybody believe that the clothing really fits?

How could it?

Is there the slightest particle of reason given to show why the clothing fits?

No.

Yet advertisement after advertisement is built on that same puerile plan of words without reasons.

It is time and space utterly wasted.

So long as one has to pay money for space, why not fill that space with something worth while?

What's the use of trying to be comical?

It make be nice to be considered a humorous fellow, but it's nicer to make money.

No humorist that ever lived was ever taken seriously by the world.

Successful advertising is serious advertising.

Folks have got to consider it serious and weighty before they will put their faith in it.

Of course, if one comes by a sense of humor naturally—if it is bound to bubble to the surface every little while—it can be used sparingly with good effect.

But generally the man who thinks he is a humorist isn't by several large, long guesses.

And he is the fellow who is apt to make himself ridiculous, and hurt his advertising.

If an advertisement calculated to be humorous, is not humorous, it is disgusting.

There is no middle ground.

It is either funny or it isn't funny.

• • •

RIGHTS TO TRADEMARKS.

Question.—Please advise us whether there is any legal objection to the reproduction of a lithograph from a circular card which is not marked "registered" or "trade mark" and the use of same as part of a trade-mark design in a different kind of business. X.

Reply.—If a picture is not copyrighted as a work of art, but is used merely as a trade-mark in connection with goods of a certain kind, there is no legal objection to another person's use of the same trade-mark upon goods of a totally different kind. The only legitimate interest which the owner of a trade-mark has in it is that it shall always be known as distinguishing his goods from others of a like kind. If the same device is used to further the sale of goods of a different kind the person who first adopted it as a trade-mark has no legal ground of complaint, because he has suffered no damage.

* * *

MUSICAL SHOW-CARDS.

A cigar dealer in a Western town has, with paint and brush, represented on a long strip of paper a musical scale with the notes of the first few bars of a popular air, and pasted it across his show window, there appearing beneath the clef character the horizontal and vertical lines and the notes the following:

In the good old summer time
SMOKE MONTGOMERY'S CIGARS.

This suggests a field for the adaptation of the titles of the well-known songs to show-card making—either by reproducing a few bars of the music, or by pasting the title page on a large card and painting the rest of the wording beneath it. The original referred to above was about five feet long and a foot or 18 inches wide. The advantage of having it large is that it may be read nearly across the street. Where more than one card is used in a window, however, the title page idea seems better, since every person who saw it would at once see the point, while if it happened to come to the notice of some one who had never heard, or heard of, the song, part of the effect would be lost.

Without making an exhaustive search for titles, the following suggest themselves as being readily adaptable to many lines: ,

"Won't You Come Home, Bill Bailey," and bring a cigar better than you can buy at the corner grocery?

"When I Think of You" I think you ought to smoke a Tahoma cigar.

"When the Harvest Days are Over" it's time to be thinking of a smoker's Christmas present.

"Any Old Place I Can Hang My Hat" is "Home, Sweet, Home" when I am smoking a Saborosa.

"I Ain't a-goin' to Weep Any More"—I've bought me a Cinco.

Any bright boy about the store can pick up dozens of other titles equally good or perhaps better than these.

CONFESSION BY A SMUGGLER.

Over a Million Havana Cigars Handled in Two Years.

Savannah, Ga., August 1.

By the confession yesterday of Judson G. Brinson, some thirty-four persons connected with the express companies, the railroads and leading mercantile houses in the city are implicated in a big conspiracy to smuggle Havana cigars into this country by way of Port Tampa, Fla.

Brinson was arrested in this city about three weeks ago by Treasury Agent McAtee and taken before United States Commissioner Ryals for examination. To-day he broke down and made a clean breast of the story. The smuggling, according to his narrative, has been going on for more than two years, during which time more than 1,000,000 fine Havana cigars that would retail at from ten to twenty-five cents each have been run through the line without paying duty.

The cigars were shipped from Havana to Port Tampa, and from there to some fictitious address in Savannah by express and railroad employes at Tampa press. By collusion between steamship, and Savannah, the duties were avoided, it is declared. At Savannah Brinson received and signed for the consignment and distributed the cigars to different firms and individuals who had bargained for them in advance. Seventeen prominent firms and persons of this city are implicated in Brinson's confession.

Most of these, it is announced, fearing prosecution, have made arrangements with the Assistant District Attorney to pay the regular duties, plus a certain percentage, in consideration of having the prosecution dropped. The duties on the smuggled cigars would amount, it is said, upward of $70,000. The government has collected something like $50,000 already.

—A mortgage for $1,000,000 on the plant of the Universal Tobacco Co. of New York was filed last week. The mortgage was made to the Union Trust Co. of New York to secure a loan.

—John Doerhoefer, who forty-four years ago was a stemmer in a tobacco factory, is dying in Louisville, Ky., after having made millions out of the business.

The Volume
OF OUR
BUSINESS
PERMITS US
TO SELL
Leaf
Tobacco
AT THE
LOWEST
POSSIBLE
PRICES
Sutter Bros.
INC.
New York
Chicago
St. Louis
Havana

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEORGE W. BREMER, JR. WALTER J. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM, IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

No. 119 North Third Street, PHILADELPHIA.

L. G. Haeussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street, PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in Leaf Tobaccos

136 North Third Street

PHILADELPHIA

Retail Department is strictly up to date.

Superior Grades of

Sumatra, Havana and Domestic Tobacco

B. Liberman

242 North Third Street, Philadelphia

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf Tobacco

120 North Third Street, Philadelphia.

H. Velenchik. S. Velenchik.

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

J. L. & M. F. GREENE, PACKERS OF LEAF TOBACCO

PACKING HOUSES: Janesville, Milton, Albany, } Wis.

TELEPHONE WIS. STORAGE CAPACITY 10,000 CASES

Reading, Pa.

Importers of Sumatra Tobacco

Cable Address: "HERR."

Joseph Hirsch & Son

9. Z. VOORBURGWAL 227 Amsterdam. Holland.

Office, 183 Water St. NEW YORK

LOUIS BYTHINER J. PRINCE

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

LA FISSEL CIGAR CO.

MANUFACTURERS OF

Fine Union-made Cigars

EAST BERLIN, PA.

Correspondence with Wholesale and Jobbing Trade solicited.

S. LIBERMAN

Manufacturer of the

SPORTY BOY 5c Cigar

POPULAR EVERYWHERE

531 Wharton St. PHILADELPHIA

E. E. Kahler,

328 to 332 Buttonwood Street,

Reading, Pa.

Manufacturer of High Grade

Seed and Havana CIGARS

Correspondence solicited with the Wholesale and Jobbing Trade.

L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos

153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

HAVANA WORTH TWENTY DOLLARS A POUND.

Market Conditions in the Capital of Cuba Very Interesting Just at Present—Buyers' Fruitless Trips into the Back Country—Activity in Cigar Manufacturing.

HAVANA, July 27, 1903.

A further shrinkage in business in the Havana market, during the week ending July 20, has to be noted. However, as some buyers have gone to the country in hopes of finding there still a good assortment of factory vegas, it is very likely that the coming week may show an increase in sales again, because when the buyers return from their trips, without having found what they were looking for, it is more than likely they will invest liberally in taking the goods offered right in the city of Havana.

The idea which some of the Northern manufacturers entertain, that they are able to purchase more advantageously in the country is certainly erroneous, as when the Veguero sees a strange face he often jumps to the conclusion that there is either nothing suitable left in Havana, or that the buyer must be very hard pushed in coming to see him direct. In both cases he will raise his prices above the limit of the Northerners. The plan of doing away with the middle man and having the manufacturer buy direct from the producer sounds very well in theory, but in the practice does not work. The farmer, who often is assisted by the middle man before the crop is planted, will naturally give the preference in price to the dealer; besides, he knows that the latter may buy his crop year after year and takes the whole vega from top wrappers to the unstripable colas. The Northern cigar manufacturer often enough likes to exclude the top wrappers and never wants to purchase the colas, which he cannot use when they are fit only for cigarettes. He might buy the whole vega, trusting to being able to resell the upper wrappers and the colas, but in this case he will figure both classes too low, and he has expense to store his goods; therefore the suitable part will be dearer to him than he could buy at from the dealer in Havana. For these reasons the middleman cannot be dispensed with. He is needed just as much as the cigar manufacturer needs the large jobber in the United States to enable him to distribute his cigars more economically and more rapidly. Even the Trust follows the same rule, as the so-called Havana Tobacco Company is nothing but the jobber for the Havana Commercial Company, Henry Clay & Bock & Co., H. de Cabanas y Carvajal and Flor de J. S. Murias & Co. Prices for all factory vegas of Vuelta Abajo and Partido rule very firm and the tendency is undoubtedly upward, as everybody believes that the crop is from 25 to 30 per cent. less in quantity than last year's. Remedios old crop sells only in small quantities, as the holders have raised their prices anew. The new Remedios is inquired for by Tampa and Key West manufacturers when serviceable for light fillers and reasonable in price.

Sales amounted to 4660 bales in all—2900 Vuelta Abajo, 300 Partido and 1400 bales of Remedios. Destination—3100 for the American, 100 for Europe and 1400 bales for the local Havana factories.

BUYERS COME AND GO.

Arrivals: Simon Batt, of S. Batt & Co., New York; Louis Marx, of New York; Trinitario Vila, of New York; M. Rodriguez, of Rodriguez Teijeiro & Co., New York; B. G. Davis, of B. G. Davis, New York; E. A. Kline, of E. A. Kline & Co., New York; Joseph Mendelsohn, of Sutter Bros., Inc., New York, Chicago, St. Louis and Havana; F. Carcaba, of Garcia, Vega & Carcaba, New York and St. Augustine, Fla.; J. W. Merriam and J. Wardlow, of John W. Merriam & Co., New York.

Departures: F. Bolano, for Chicago; A. M. Calzada, for New York; Laureano Sanchez, for Tampa; Fernando Cardenas, for New York.

HAVANA CIGAR MANUFACTURERS.

Business is slowly but surely increasing, the exports per steamship Mexico on July 25, reaching almost 3,000,000 cigars. The independent factories are getting their full share or more of orders, particularly H. Upmann & Co., Behrens & Co., Ramon Allones, Romeo y Julieta, El Rico Habano de Enrique, Dorado & Co., "Lord Beaconsfield" and "Flor del Todo" de Segundo Alvarez & Co., Charles Blasco and others too numerous to mention all.

VARIOUS TRANSACTIONS.

Juan Diaz Inguanzo sold 900 bales of Remedios and Vuelta Abajo.

Cuesta Rey & Co. purchased 800 bales of Vuelta Abajo, the finest factory vegas to be had.

B. G. Davis is said to have secured already between 700 and 800 bales of the best Vuelta Abajo to be found in the city of Havana, so his well-known brands of "La Casadera" and "La Rosa Blanca" ought to find still greater favor in the future than heretofore.

Sobrinos de A. Gonzalez were sellers to the extent of 500 bales of Vuelta Abajo and have several deals pending.

H. Upmann & Co. are said to have purchased 800 bales of the choicest Vuelta Abajo which arrived in the market this week.

Sobrinos de V. Diaz closed several deals amounting to 500 bales of Remedios and Vuelta Abajo.

Segundo Alvarez & Co. have acquired two famous vegas of San Juan y Martinez, one of 265 bales of the Viuda de Brito and 58 bales of Maximiliano Brito, paying respectively $150 and $93 per bale, including colas.

ESTABLISHED 1844.

H. UPMANN & CO.

HAVANA, CUBA

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169

OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL HABANA

FABRICA DE TABACOS

AMAT VICTORIA CURAM

LUIS MARX HABANA

SOL and LUIS MARX

Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.

MAKERS OF

PURE HABANA SEGARS

"At the SIGN of the BULL DOG"

Maiden Lane and Water St.

New York.

Baron DeKalb, Bull Dog,

Henry Irving, Roycroft Segars.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: Himml.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

SANCHEZ Y CUETO S. en C.
Sucesores de Carriles y Sanchez,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

E. A. KRAUSSMAN
Importer of HAVANA TOBACCO
170 Water Street, NEW YORK

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270. Habana.
Cable: Zalezgon.

Bridat, Mont'Ros y Cª Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "Antero." Habana.

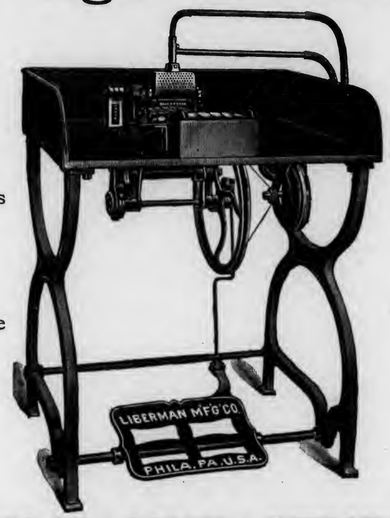
AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
☞SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.☜
P. O. Box 298. Cable Address, "Aixalaco."

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

READY FOR THE MARKET

Liberman's Cigar Branding Machine

All Defects of Others Avoided
Many New and Valuable Features
Capacity Practically Unlimited
Construction Simple and Durable
Work Uniform



Brand Neat and Distinct
No Annoyance from Lampblack
Complete Set of Type With Each Machine
Intensity of Heat Regulated by an Ingenious Blast Device, Securing Very Legible Lettering on the Cigar

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223--5--7 South Fifth Street, PHILADELPHIA, PA.

MUNIZ HERMANOS y CIA

S en C
Growers and Dealers of
Vuelta Abajo, Partido & Remedios Tobacco
Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

The Loeb Nunez Havana Co. sold and shipped 350 bales of Vuelta Abajo and new Remedios.

Garcia & Co. have their hands full in receiving and selling tobacco.

Aixala & Co. disposed of 200 bales of their Tumbadero escojida.

Leonard Friedman & Co. keep right on buying in the Vuelta Abajo for their escojidas in bundles and also in bales, thus having added 500 bales more to their fine assortment; amongst their receipts this week is an extra fine vega from San Luis.

Antonio Suarez turned over only 100 bales of Vuelta Abajo, but as he is near closing several trades he will report bigger sales during the coming week. His escojida in Rio Hondo will consist of 2500 bales; in San Cayetano he is packing to the extent of 3000 bales. The former are all fine factory Vegas of his aroma, while the latter are more quality fillers and include such well known veguerias as de "Pena blanca," "Gramales," "El Burro" and "la Jagua."

Muniz, Hermanos y Co.'s is one of the important houses amongst the Almacenistas in Havana who always keep a large assortment of Vuelta Abajo, Partido and Remedios tobacco. While the present firm has not been in existence very many years, the three brothers learned the business from the lowest rung of the ladder under their uncle, Don Venancio Diaz, nearly 20 years ago. Don Luis Muniz, the head of the concern, having been admitted to partnership in the house of Venacio Diaz & Co. when still very young, proved to be an excellent buyer in the field of green tobacco in bundles, as well as when packed in bales. He and his partners have now large properties in the Vuelta Abajo, chiefly in the famous Montezuelo district; and in the Vuelta Arriba they own large Vegas near Santa Clara and Santoi Espiritu. At present they have two escojidas in Santa Clara province and three in the Vuelta Abajo and Partidos. Their Montezuelo this year is particularly choice in leaf and aroma. They sold this week to H. Upmann & Co. a small comico of 50 bales from the "Hoyo de Sierra," which had 12 bales wrappers, 24 fillers and 14 bales Colas at $120 per bale. How fine this Vega must have been is proven best by the fact that one bale weighed only 52 pounds net and of it 200 leaves were needed to make one pound in weight; therefore it must have been as silky as Sumatra. While the latter in bond would hardly be worth at the utmost $3 per pound, this particular bale is worth at least $20 per pound. However, there are very seldom more than one dozen bales of such a silky texture in the whole Vuelta Abajo and Partido crop in ordinary years. Don Luis Muniz sold 100 bales of new Remedios light fillers and caperos, and bought 200 bales more of the celebrated Remates in the country this week.

Walter Himml started the ball rolling by selling the first 50 bales of his fine Consolacion del Sur packing and he has just left for the country to hurry up the escojida, as the buyer is anxious to secure more of it.

Receipts of Tobacco from the Country.

	Week Ending July 25. Bales	Since Jan. 1. Bales
Vuelta Abajo	11,769	79,709
Semi Vuelta	228	2,350
Partido	1,988	23,192
S. Clara & Remedios	1,235	36,682
Santiago de Cuba	44	1,911
Matanzas	—	64
Total	15,264	143.908

Compromise in Lancaster.

Cigar Box Concern Offers Twenty-Five Cents on the Dollar.

Lancaster, Pa., August 3, 1903.

The summer dullness is now fully upon us, and a number of dealers being away from the city, leaf tobacco transactions are very meagre. Although a recent sale by the American Cigar Co., of 800 cases of 1899 B's to Otto Eisenlohr & Co., Philadelphia, Pa., was consummated trade generally is in a stagnant state. Some manufacturers continue to be extremely busy and others report sufficient orders to keep their forces employed.

John Mumma, of Lititz, Pa., will put ten additional hands to work this week, as trade on his staple brands continues to flourish.

E. Renninger, of Denver, Pa., has resumed operations at his factory after a week of idleness.

The Miller Manufacturing Co., formerly the Lancaster Cigar Box Co., is in straightened circumstances, and endeavoring to effect a compromise with its creditors at 25 per cent. The assets and liabilities are not announced at this writing.

The receipts of the internal revenue office of this district for July were: Cigars, $204,194.76; beer, $26,759.50; spirits, $25,779.05; snuff, $22.56; tobacco, $2,686.23; special, $15,009.83; miscellaneous, $99.99. Total, $274,551.92. During the corresponding month of last year the receipts were $269,930.27, an increase of $4,620.65 for last month. This year shows an increase of $17,484,-03 on cigars.

J. W. Breneman has returned from Dayton, O., where he had purchased about 500 cases of Zimmer Spanish, etc.

John Kneisley, of Millersville, Pa., has already completed cutting his 1903 Havana and will begin to cut the broad leaf in a day or two.

I. A. Rich and family have gone to Saratoga Springs, N. Y.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

DEUTSCH BROS.
Union Made
CIGARS
of Merit
1397-1399 AVE. A. NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

E. M. KELLER,
Manufacturer of High-Grade Havana and Domestic
CIGARS
Private Brands a Specialty. Correspondence solicited.
Leading Brands:
Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.
READING, PA.

Walter S. Bare and wife are spending their vacation at West Brownville, Pa., near Pittsburg.

E. M. Cohn and family are rusticating at Asbury Park.

Simon Shissler and family are at Atlantic City.

Herman Moss, of the Banner Cigar Co., returned from a two months tour through Europe on the 28th ult., and will leave in a few days, to visit his trade in the Northwest and Pacific Coast States.

Visitors in town, calling on the trade last week were: From New York, Sol Waterman, representing Max Gans & Son; Jos. Cullman, of Cullman Bros.; H. V. Altschul, representing A. Cohn & Co.; G. M. Gale, of the Havana Tobacco Co. From Philadelphia: Mr. Prince, of L. Bythiner & Co; Mr. Bremer, of Bremer Bros.; E. H. Miller, representing Young & Newman; Ben Pearlman, from Baltimore, Md., was also here.

James D. Law, who is visiting in New York, the guest of Sir Thomas Lipton, the challenger for the America's cup, composed on the steam yacht Erin, the flagship of Sir Thomas' little fleet the following:

A "wireless" message from "The Erin"
To let you know you're not forgot
And say how splendidly I'm farin'
On good Sir Thomas Lipton's yacht.
Don't think that I'm half seas over,
Or three sheets in the wind—oh, no!
But that I'm very much in clover
I sent this little line to show.
—James D. Law.

Much Doing in Reading.

Cigar Manufacturers More Numerous and More Busy Than Ever Before.

Reading, Pa., August 3, 1903.

The Collector of Internal Revenue, Fred. W. Cranston, is very busy owing to the activity in the cigar trade. He reports that the output is the heaviest the district has ever had. More than a dozen factories have been opened this summer in Reading and vicinity.

Victor Sacks succeeds his father, John G. Sacks, in the cigar manufacturing business at Catasaqua. His bond has been approved by Mr. Cranston. Harvey E. Berger, of Allentown, has also had his bond approved. Mr. Cranston has approved a bond for the Reading Tobacco Manufacturing Company.

The firm of Kline & Winter, 441-43 Cedar street, has been dissolved and the entire business will be assumed by James H. Kline, under the firm name of the Kline Cigar Company.

The cigar factory of John G. Spatz & Company has been repainted and greatly improved. It is now known as "The Empire Cigar Factory." One of the firm's leading brands is the "American Empire." The firm enjoys a large trade in the West.

Jerome C. Lengel, of the firm of Lengel & Ernst, has returned from a successful business trip through the coal regions. The firm's new nickel brand, the L. and E., is meeting with great success.

The factory of Stewart, Newberger & Co., is one of the busiest plants in this district. The firm is running with an increased force of hands.

Yocum Bros. are receiving the first consignment of tobacco from a large plantation in Cuba, the crops of which were bought some time ago, as they stood in the field. For some years the firm has been importing its own tobaccos, a member of the firm visiting the island twice a year for the purpose of selecting the material for cigars. The firm employs 500 hands and is rushed with orders. Owing to the warm weather the factory opens at 6.30 A. M. each morning; the employes are allowed to make all of the overtime they wish to.

The firm of A. S. Valentine & Son is about opening a cigar factory at Stouchsburg, Berks County, which will be known as factory No. 2, 1st district Pennsylvania. About 100 hands will be employed if they can be secured. This makes the fourth factory opened by the firm, two being located at Womelsdorf, and the other in Philadelphia. The firm is considering the advisability of opening a factory somewhere in Bucks County. Employes of this firm can, it is said, be certain of having steady employment all the year around, as the firm has the reputation of never closing any of its factories.

Bitting & Hawk placed several additional hands at work last week and report trade rapidly increasing.

H. H. Wentzel shipped 50,000 Shamrock cigars to a Buffalo, N. Y., party last week.

There is some talk of a large union cigar factory being started at Lyon's Station, this county, which will give employment to 75 hands at the start.

M. A. Fink opened his new cigar factory at Boyertown the other day and has a large force of men at work. Conrad Lachman is foreman of the factory.

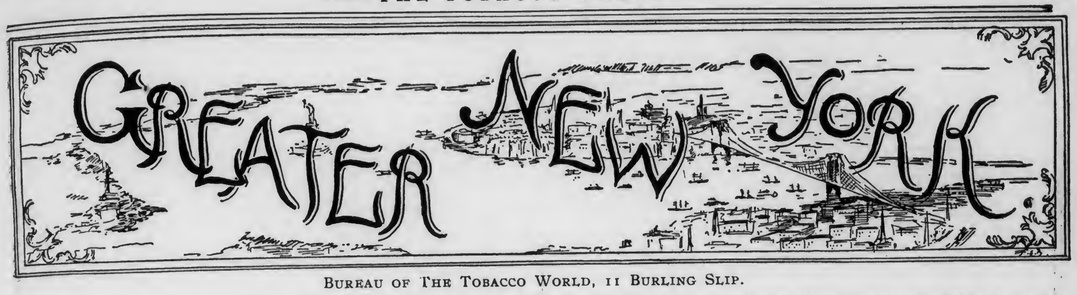
Reading's only cigarette factory, which is operated by Hollis Bros., is exceedingly busy. The firm manufactures Egyptian cigarettes and its leading brand, the Hes-Ra, is shipped to all parts of the United States.

RESOLUTION ADOPTED.

RESOLVED, That the officers and members of the Cigar Dealers' Association of America, Chicago Branch, most earnestly extend their sincere thanks to all the trade papers and gentlemen representing the allied tobacco interests for the generous reception they each and all extended to Messrs. Diffley and Dolan during their visit East.

The favorable report made to the full Board of Directors to-night assembled upon their mission, encourages all to stand firm, and push forward with renewed vigor the good work so well under way.

Cigar Dealers' Association of America,
Chicago Branch.
HERBERT L. COLLAT,
Secretary.



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP.

The delivery wagons of the Retail Cigar and Tobacco Dealers' Association of Greater New York are increasingly in evidence as the summer advances. And so is the winged horse in the windows of the retailers who are members of the Association. But union made cigars are more numerously in evidence than either the delivery wagons or the winged horse, and it is a most significant fact that union made cigars are advancing steadily and with really amazing rapidity into the good graces of the cigar smokers of this city, who used to turn the cold shoulder to blue label goods with a rather lordly unconcern.

For many years the number of cigar factories in this city employing only union labor could be numbered on the fingers of one hand. Today there are scores of such factories and literally hundreds of cigar stores which devote every possible energy to pushing union made goods. The public, if left to itself, would probably have remained as cold on this subject as it was in the past, and the truth is therefore manifest that the man behind the counter can do wonders with his customers if he wants to.

Almost every cigar store on Third avenue above 42d street, and very many south of 42d street, displays conspicuously in its windows the now familiar glass sign bearing the fac simile of the blue label and notifying the public that union made cigars are on sale within. This condition is unquestionably to be traced to the location on Third avenue between 44th and 45th streets of the depot and general offices of the Retail Cigar Dealers' Association.

If cigar store keepers in other parts of New York and Brooklyn, as well as those in other large cities who are in sympathy with the aims of the Association, desire to further the cause for which the Association stands they could not do better than to designate one of their own number on every great thoroughfare to act as the Association's voluntary representative. Such a volunteer could do a vast amount of good by keeping in touch with the lukewarm, the half-hearted or the bashful members of their own trade by keeping them at all times posted as to what the Association is doing, as to the names and post office addresses of its officers and as to the thousand and one other things in which those who are in sympathy with the Association are interested.

***

Charles Waxelbaum, with A. Cohn & Co., has returned from his mid-summer visit to his Western trade.

***

Sol Salomon, the younger, of Gustav Salomon & Bros., returned from Havana, via Tampa, on July 30. After a two weeks' stay at Bay Shore he will return to Cuba, to give further attention to his firm's packings in Havana.

***

President Sam Meyers of the American Exchange Cigar Co., is visiting the trade in Boston.

Secretary Isidore Berg left on August 3 for a fortnight's fishing in Canadian waters. Before his departure Mr. Berg said that the American Exchange Cigar Co., in its manufacturing and distributing departments, is now handling over 1,000,000 cigars a month and that the demand for the Company's leading clear Havana brand, La Contributor, is growing by leaps and bounds.

Mrs. John Gerken's famous horse, by the way, is named in honor of this brand.

***

Stephen G. Ruth, the well known leaf commission merchant, left with his wife on July 31 for a brief sojourn at York Beach, Me., at the summer home of Mr. Roger G. Sullivan, of Manchester, N. H.

***

Don Adolfo Moeller, senior member of the firm of Adolfo Moeller & Co., of Havana and New York, who has been on a brief visit to this city, left for his home in Havana on August 1.

Don Adolfo expressed himself as more than gratified at the success of his New York associates in the firm, Messrs. S. H. Friedlander and C. M. Wintzer, Jr., have had during the first year of the firm's existence in New York.

***

J. M. Cohen, of the big B C A cigar factory of Third avenue and 127th street, is spending the summer at Winthrop, Mass.

***

If there should be a genuine revolution in Cuba it might have the effect of sending up the price of Havana leaf. Similarly, if the Achinese, who have been restless in the northern corner of Sumatra for more than 200 years, should drive out the Dutch from their valuable holdings on the east coast of the island, there might be a sudden rise in the price of Sumatra. But the Cuban "revolution" is as likely to affect the price of Havana as an Achinese raid on a Dutch outpost is likely to cause an appreciation in the price of the well known Sumatra undermarks, and meantime prices of both kinds of leaf remain normal.

***

The offices and salesrooms of A. Pazos & Co., at 4 Burling Slip, are now ready for occupancy. They are very handsome and commodious, with an especially good light in the sample room.

***

E. Spingarn, of E. Spingarn & Co., who has been touring Switzerland, after attending the Sumatra inscriptions in Holland, sails for home on the Koenigin Luise on August 8.

***

A. Levison, A. Cohn & Co's popular western representative, after spending two weeks at headquarters, has returned to his post of duty in Chicago.

***

Vice Chancellor Pitney, in Jersey City, heard arguments on August 3 on a motion to show cause why a receiver should not be appointed for the Universal Tobacco Company and why a proposed bond issue of $1,000,000 should not be restrained. The bill, which was filed in the Court of Chancery on July 15, charges William H. Butler, the President of the Universal Tobacco Company, with being a party to a plan to wreck the company and with having misapplied its funds for his own use.

The application was made to Vice Chancellor Pitney by the following stockholders: Edwin A. McAlpin, of Ossining, N. Y.; Joseph Tiernan, Jackson W. Rhodes, Edward C. Babcock and Charles M. Allaire, of New York city, and William D. Judkins, of Pelham Manor, N. Y.

The bill sets forth that the company was incorporated on April 22, 1901, and organized under the laws of the State of New Jersey, with a capital stock of $100,000, which was soon afterward increased to $1,000,000. The company's books on March 31 last showed assets of $1,135,010 and liabilities of $862,745.

The complaintants assert that President Butler and his brother George P. Butler, by securing the issue of a large amount of demand notes to themselves, have put the corporation absolutely within their power.

The bill charges that W. H. Butler has so manipulated the affairs of the company that he completely dominates the board of directors, in some instances, at least, having demanded that the resignation of a director be placed in his hands before the director's election, so that the director's retirement would be immediately procurable should he act in any way against the wishes of the President.

York Cigars at St. Louis.

To Be Made While You Wait During the Big Fair Next Year.

York, Pa., August 3, 1903.

The month of July, according to revenue reports, shows substantial increases in the volume of business of cigar manufacturers. About fifteen new factories were granted licenses, and as many more licenses were transferred. For the last seven months at least a gradual increase in the sale of stamps proves conclusively that there is an increasing demand for York County goods.

A movement toward having a large exhibit at the St. Louis Fair by York County cigar manufacturers has been started, and considerable interest is manifested therein, when it is considered that the Ninth Pennsylvania district, of which York County is a part, is the second largest in the United States, there is no reason why the manufacturers of cigars should not unite to make a great exhibit. In 1902 over 67,100,000 cigars were made in this district, and the greater portion in York County. A number of first-class cigarmakers will be employed at the place of exhibit, if an association can be formed for this purpose; and if the privilege can be secured from the proper parties the entire product will be sold on the Exposition grounds.

A rag man while collecting refuse paper from Druggist Henry Westerhold appropriated a quantity of fine cigars and perfumed soap. Later 100 of the choicest cigars were offered for sale for ten cents. This act proved the ending of Mr. Ragman, and he is now thinking over the matter in the county jail.

Visitors to the city and trade were numerous during the week. Following are a few: Mr. Shearer, with Goff & Mather, Elmira, N. Y.; Mr. Stevenson, with E. Rosenwald & Bro., Elmira, N. Y.; Hy. Sierers and George Gibson, with Sneernizer & Co., Baltimore, Md.; Geo. Kruse, with the Baltimore Bargain House, jobbers of cigars; John Phillips, of Buffalo, N. Y., cigar jobber, and Harry Gossiman, with F. Hirsch & Son, Boston, Mass.

Jacob Winter, leaf tobacco merchant, has returned from a trip through Wisconsin and other Western States.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA

HAVANA TOBACCO COMPANY
TRADE MARK
111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Yncian	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguedad
La Flor de Naves	El Aguila de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murias
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estella	J. S. Murias y Ca.
	H. de Cabanas y Carbajal.	

L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York
LEOPOLD SCHMID FRANK LANGE

Established 1840. Cable "Hargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ELIOT SMITH

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

I. J. SCHOENER. I. M JACOBY.
I. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
169 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

PHILADELPHIA

BACK FROM MAINE.

Back from the land of Hannibal Hamlin and Neil Dow and James G. Blaine and Thomas Brackett Reed has come Joseph C. Heyman, of Heyman & Co. His recent down East trip included all the New England States and extended as far as Portland. In the latter city, where every opportunity for judging of the mental calibre of the people of Maine is afforded, he came to the conclusion that the celebrities named above are only a few of the many thousands of brainy people of Maine birth, and Maine training. His belief that Maine men are bright and have good judgment is based on the fact that they prefer the Alan Dale and Francis Lee cigars to any others they can buy.

CIGAR MACHINERY.

Isadore Liberman, president of the Liberman Mfg. Co., is expected to arrive back from Europe about August 20. While abroad he has interested many English and German manufacturers in his patent suction and branding cigar machines, and the prospects of large orders in consequence are very gratifying. In this country the number of factories in which these are used is growing constantly. Mr. Liberman will, on his return, renew his work of perfecting a machine wholly distinct in its purpose from those named above and one which will also be of great service to cigar manufacturers.

ELMACEDAS AND ELMADECAS.

In Philadelphia, and in other cities as well, there has been a practice in the cigar business which does not conform to the ordinary man's views of what is justified by business rivalry. The practice is that of coming as near as possible, without violation of law, to a counterfeiting of a rival's brand. For instance: One small manufacturer makes a cigar called the Elmaceda, and by advertising it more or less extensively, causes it to become known to a considerable number of people. His new neighbor in the same business across the street or half a block away discovers that the Elmaceda is a popular cigar in the neighborhood, and he adopts a brand of his own, the Elmadeca. If the Elmaceda sells at five cents straight, the Elmadeca is offered at six, seven or eight for a quarter. Few smokers will detect the difference in the name, and the result is that one dealer reaps part of the harvest which should be wholly the others. One especially noticeable instance of the kind in this city has now become a thing of the past, the dealer who tried to profit by the reputation established for his rival's brand having abandoned his window display of cards intended to give the impression that the same goods could be obtained from him on more liberal terms.

SUNDAY LAW PENALTIES.

Fined $2.50 each: Gustav Ball, 715 South Thirteenth street; E. E. Wilson, 1500 Tioga.

Fined $6.50 each: Philip Atlas, 829 Race; J. P. Brown, 2455 North Fifteenth; John Bruttner, 2566 North Sydenham; Peter C. Golden, 1208 South Seventeenth; M. Berman, 904 South. John P. Benson, 43 South Fifteenth; S. Cornfeldt, 617 South Twelfth. A. L. Detwiler, 1441 Tioga, John Fossler, Fifteenth and Glenwood; M. Finestein, 425 South Sixth; J. Goldberg, 104 South; Jacob Godfrey, 1713 Reed; J. Hirtzel, 3404 Germantown avenue; H. Klostermann, 1630 Wharton; J. Lazaronelch, 530 Lombard; M. McDevitt, Eighteenth and Reed; J. Narisky, 701 South Twelfth; L. Rothstein, 417 South Sixth; D. Souer, 2364 North Twelfth; James Sutcliff, 3102 North Fifteenth; J. Stark, 1630 Reed; R. Schatz, 606 South Eleventh; J. M. Stoever, Broad Street Station drug store; J. C. Taggert, 201 North Ninth; I. Moore, Tenth and York; George H. Walton, 3600 North Randolph; George Welsh, 801 Venango; R. Walther, 542 Venango; Daniel Weidman, 2500 North Broad; M. Wolgel, 804 South; M. Casline, Seventeenth and Annin; Ali Ahmed, Thirteenth and Fitzwater.

EXPERT TOBACCO BUYERS.

It is wonderful what a degree of expertness can be obtained by men of intelligence, who take an earnest interest in their calling, whatever it may be. No man trusts himself to buy tobacco or is trusted to buy tobacco for others unless he has a knowledge which will protect him against making an unwise bargain, but there are some buyers who claim to have so intimate a knowledge of the different varieties of the same kind of leaf that they can distinguish variations where the ordinary buyer would not see any and can tell what those variations indicate.

While opening up a large consignment of Connecticut leaf at George Burghard's warehouse on North Third street a few days ago, Mr. Burghard's right-hand man, Eugene Powell, remarked: "Some of the buyers who come in here can tell just where the different lots were grown; at least, they say they can. One will pick up a sample and say it was grown in Windsor and pick up another and say it came from an East Hartford farm. I think I know good tobacco when I see it, but I don't profess to tell just what township it was grown in."

A. M. Lake, one of Mr. Burghard's travelers, was present and expressed a doubt of the trustworthiness of some of the assertions occasionally made by buyers: "If each farmer confined himself to one kind of seed year after year there probably would be sufficient difference between leaf grown in different sections of the Connecticut Valley to be readily recognized, but a Suffield farmer may use East Hartford seed one year and Windsor Locks seed another. I very much doubt whether any buyer would want to stake a very great amount on where leaf was grown in a case of that kind. Still, there can be no doubt that some of the buyers are wonderfully expert and can tell almost with certainty in some cases where certain leaf comes from."

Years ago there was a skipper of a down East schooner who professed to be able to tell just where the vessel was by the taste of the mud, earth or sand brought up by the sounding-lead. Some of the sailors doubted whether this was true and decided to test him. So they rubbed the lead in a box of earth in which plants were growing on the deck and took it to the old skipper, who was lying in his bunk. One taste was enough for him. He sprang out of his bunk in consternation and shouted at the top of his voice: "Great Heavens boys! Nantucket's sunk and here we are right over old Aunt Nancy's garden!"

Possibly if the expert tobacco buyers had their ability tested, they might vindicate themselves as did the old down-East skipper.

THIS YEAR'S HAVANA.

Frank Dominguez, of E. A. Calves & Co., whose personal knowledge of Havana is equaled by few people in the tobacco business, always talks interestingly, particularly when Cuba and its products are the subjects of conversation. In chatting with a Tobacco World man a few days ago he expressed the opinion, or rather stated the fact, that as far as flavor is concerned the Havana tobacco of 1903 is better than that of 1902. The appearance, he admitted, was far inferior to the appearance of last year's leaf, and probably in a few months the taste and flavor would also be inferior, but, for the present at least, the 1903 crop was much better than it looked.

TOBIES TO COST MORE.

Retail dealers now have to pay more for tobies than they had to pay very recently. They have received notice to that effect from a number of Pittsburg manufacturers, and the advance in price is from $1 to $1.50 per thousand. Consumers will consequently receive less for a dime, probably not over seven and not less than five. It is said the increased cost of labor and the increased demand for the tobies are the reasons for the advance in rates. In Philadelphia it is a question among the members of the trade whether the increase is due to the recent organization of the Stogie Combine or, as a matter of fact, is really due, in part at least, to the higher cost of labor.

GUESTS FROM NEW YORK.

A. P. Sloan, of the firm of Bennett, Sloan & Co., New York, one of the largest distributers of cigars in that city, accompanied by J. H. McPike, their manager, were guests during the past week of George H. Valentine, of A. S. Valentine & Son, whose factory is at 116-118 North 7th street. Mr. Sloan had never before visited a cigar factory of the size and was more than interested in watching the workmen making their different lines of Spanish made goods. We understand that Mr. McPike placed a very large order for the Tirador brand of Havana cigars, which this house is making in twenty different sizes.

MOSTLY PERSONAL.

G. W. Newman, of Young & Newman, is expected back from St. Louis and other Western cities about the middle of August.

Recent visitors in Philadelphia included F. H. Abrams, representing Garcia, Vega & Carcaba, and Arthur W. Lenox of the Manrara Brothers Co.

John A. Rigby, John T. Dee, Edward Marshall and E. S. Reynolds of the Theobald & Oppenheimer force are all in Philadelphia at present for a few days preparing for the Fall campaign.

Two well known Philadelphia travelers are at home temporarily, Ed. Dunlap, who has returned from a southern trip for Arguelles, Lopez & Co., and John W. Madison whose last trip for Trujillo & Co. extended as far as San Francisco.

Very light Sumatra is very scarce and George Burghard is congratulating himself on a recent purchase which enables him to supply his customers with such leaf. "I had to pay a pretty good price for it," he said yesterday, "but I consider myself fortunate in being able to fill orders for that kind of tobacco."

In about ten days John B. Creagh, of the new Loeb-Creagh Havana Co. will sail for Havana to take charge of the company's Cuban warehouse and office. He has arranged to have buyers for several manufacturers accompany him, the company having already secured a supply of leaf in which buyers are sure to take much interest.

HENRY MENDELSOHN

Representing A. L. & A. G. Kaufman in Philadelphia and Pennsylvania.

To very many members of the cigar trade of Philadelphia Henry Mendelsohn is already well known. After an apprenticeship which has amply proved his mettle, Mr. Mendelsohn this week has been making his initial visits to his friends in Philadelphia in the interest of the "Washington Irving" and the "John Drew" brands of A. L. & A. G. Kaufman, of New York city. These brands are known from ocean to ocean—the Irving as a leader among ten-cent cigars, and the Drew as a universal favorite with lovers of fine nickel goods.

Henry Mendelsohn, whose uncles are respectively members of the New York leaf firms of Meyer & Mendelsohn, Isaac Meyer & Co., and Jacob Mendelsohn & Bro., has literally grown up in the cigar business. His first experience was with the firm of Payette, Mendelsohn & Co., of Plattsburg, N. Y., of which his father is a member. Henry Mendelsohn celebrated his twenty-first birthday as recently as July 21 last. He is, with the exception of his father, the tallest of all the Mendelsohns. He comes to the per-

AMERICAN EMPIRE

10 CENT

Jno. Schatz & Co.
MANUFACTURERS OF HAND MADE
Havana Cigars
FACTORY NO 12
1ST DISTRICT, PA.
READING, PA.

EL VOLCANO

5 CENT

Commercial Cigar Co. COLUMBUS, OHIO
TRADE MARK
BEST STOCK

Smoke
FAUGH-A-BALLAGH
5c CIGAR
WRITE
GRANEY
Commercial Cigar Co.
476 North High Street,
COLUMBUS, OHIO.

Denver Union Cigar Factory
MANUFACTURERS OF
STRICTLY UNION-MADE
CIGARS
Correspondence with the Wholesale and Jobbing Trade Invited.
Denver, Pa.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor,
Barnesville, Ohio,
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB
RUSTIC
BLUE POINTS
CRYSTAL
EUREKA
PRIVATE STOCK
TRIUMPH
OLD JUDGE
CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

formance of his duties in Philadelphia full of youthful enthusiasm and a confidence in the merits of the Irving and Drew brands, backed by a wide acquaintance in the trade and such a knowledge of the cigar business as many an older man might envy.

The firm of A. L. & A. G. Kaufman, as successor to the old house of Kaufman Bros. & Bondy, is one of the oldest cigar manufacturing firms in the United States. Its present members are young men who, quickly perceiving the trend of modern methods in the manufacturing and exploitation of cigars, have more than revived the glories of those who preceded them in the firm. The firm ranks with the very largest in the trade, and its future successes bid fair to outshine those of its own most recent past.

OVER FORTY MILLION DOLLARS.

In the fiscal year ending June 30, 1903, the internal revenue from tobacco was $8,423,114 less than in the preceding fiscal year. Notwithstanding this decrease, the consumption of manufactured tobacco of all kinds, with the exception of cigars weighing not more than three pounds per thousand, increased. The decrease in revenue was due to withdrawal of taxes consequent upon the Spanish-American war. The figures for 1902-3 follow:

Cigars weighing more than 3 lbs. per 1,000	$20 359,171 60
Cigars weighing not more than 3 lbs. per 1,000	345,896 93
Cigarettes weighing not more than 3 lbs. per 1,000, 36 cents per lb.	2,743,594 89
Cigarettes weighing not more than 3 lbs. per 1,000, 18 cents per lb.	265,425 17
Cigarettes weighing more than 3 lbs. per 1,000	29,041 06
Snuff	1,130,455 00
Tobacco, chewing and smoking	18,640,059 20
Miscellaneous collections relating to tobacco	1,193 39
Total	$43,514,810 24

PHILADELPHIA LEAF MARKET

Two sales of Zimmer, of one hundred cases each, are the two largest transactions reported from the local leaf market the past week. The largest transaction in Little Dutch was something less than 100 cases. There have been numerous other sales of considerable quantities and the market may be pronounced fair with a tendency towards better conditions. No special change in conditions as far as Havana and Sumatra are concerned have been noted the past week.

EXPORTS.

Liverpool.—30 cases plug tobacco.

Trade-Mark Register.

M. & R. 14,128
For cigars. Registered July 30, 1903, at 2 p m, by Mann & Rodman, Philadelphia, Pa.

SOCIALIST. 14,129
For cigars, cigarettes and cheroots. Registered July 30, 1903, at 3 p m, by C. Oldendick, Bellevue, Ky.

GOLD FLINT. 14,130
For cigars, cigarettes, cheroots and stogies. Registered July 30, 1903, at 3 p m, by Frank Jones, New York.

SOUTH RANGE. 14,131
For cigars. Registered July 31, 1903, at 9 a m, by D. McCarthy, Hancock, Mich.

ATTENTION. 14,132
For cigars. Registered August 1, 1903, at 9 a m, by H. J. Fleischhauer, Philadelphia, Pa.

VINOLA. 14,133
For cigars. Registered Aug. 1, 1903, at 9 a m, by John H. Megay, Norristown, Pa.

PINEDO. 14,134
For cigars. Registered Aug. 1, 1903, at 9 a m, by John H. Megay, Norristown, Pa.

TRAVELING GENTLEMEN. 14,135
For cigars. Registered Aug. 3, 1903, at 9 a m, by the Baer-Sprenkle Co., West Manchester, Pa.

REJECTIONS.

Lotos, Tender Loin, It, Belvedier, Oriole, Pickles, Faultless.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

WANTED.—For the Pacific Coast by a responsible broker with a large established trade, a good line of Pennsylvania Union Cigars from $20 down; the lower the price the more business. Address, BROKER, Box 36, care of The Tobacco World, Philadelphia. 7-29-3

FOR SALE.—Fifty (50) J. R. Williams Red Suction Tables, in good condition; will sell cheap. Address MACHINES, Box 62, care of The Tobacco World, Philadelphia. 2-18

FOR EXCHANGE—Brand new Perfecto Scrap Bunching Machine, for good fire-proof safe. Address, A. B. C., Box 35, care of The Tobacco World. 7-29-4

FOR SALE.—Second-hand cigar molds, presses and machinery. Large assortment. M. GOLDENBERG, 400 East 78th Street, New York. 7-29-4

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in Leaf Tobacco
Lancaster, Pa.

J. W. BRENNEMAN,
Packer of and Dealer in Leaf Tobacco
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of High Grade Domestic
Cigars

Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 50,000 per Day. Prompt Shipments Guaranteed.

HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, Moundsville, W. Va.
Jobbers, Write for Samples.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

IRREGULAR PAGINATION

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

R. E. JACOBY

Wholesale Manufacturer of

High Grade Seed and Havana **Cigars**

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of **UNION-MADE CIGARS**

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. AKRON, PA.

J. E. SHERTS & CO.

Manufacturers of

High-Grade Seed and Havana **CIGARS**

Lancaster, Pa.

E. E. Weaver

Manufacturer of Fine Cigars

TERRE HILL, PA.

Orders from the Jobbing Trade Solicited. Shipping Station, East Earl.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic **Cigars**

Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,

East Petersburg, Pa.

We Employ No Salesmen

All our business is transacted Direct with the Wholesale Houses Please place yourself in correspondence with us.

WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

IMPORTANT NOTICE

A recent threatening circular sent out to the cigarmakers of the country by the Miller, DuBrul & Peters Manufacturing Co. is a remarkable document. A **Valid** patent secures an inventor a **Monopoly** for seventeen years. For that time a valid patent is better than a **Trust,** because it is lawful. The gentlemen composing said company claim in their circular that, beginning 30 years ago, they have taken out 149 patents but they don't state how many of the 149 are now alive. A patent issued 30 years ago has been dead for 13 years.

We made the same style of mold ten years ago that we are making to-day. Why do they resort to **Law Suits** at this late day? The answer is easy—Simply because their patents are no longer a protection! Congress gives an inventor **A Monopoly for Seventeen Years,** but only in return for his promise to let the public have free use of his invention at the end of that time. The Miller, DuBrul & Peters Manufacturing Co. has no live valid patent to-day, and it does not want to keep its promises made to the people through Congress over 17 years ago. **It has no lawful Monopoly and so it is now hungry to be a Trust.** After a "live and let live" career of thirty years, **it now proposes to kill off competition by using the courts as a club.** It wants to use **Injunctions** and in this way gain the power of a **Trust.** The cigarmakers know the class of people who **Resort to Injunctions.**

The Trust will push the price way up and force you to pay it. No injunctions will be issued against us. **We have made the Best Cigar Mold on the market for years, have infringed no patent, and won't be bluffed out of business. We are in business to stay and will fight any suit brought against us, and we will protect all users of our Molds.** We have employed the best legal talent to protect us and to save the public from the forming of this Trust, and we propose to see that Messrs. Miller, DuBrul & Peters keep the promises they made to the people at the time their patents were granted.

To our customers we say: Stand pat. Don't worry. Send all threatening notices you receive to us, and we will put them to good use.

The STERNBERG M'F'G CO., 1702-12 W. Locust St., Davenport, Ia., U. S. A.

Milwaukee and Beyond

Business in the City and in the Territory to the West and North.

Milwaukee Office of The Tobacco World,
Room 19, Miller Block.
Milwaukee, Wis., August 3, 1903.

George J. Schuster, of Schuster & Co., leaf dealers, returned on Tuesday from his summer home and farm at Mukwonago, Wis. He reports that the tobacco crop with which he is making experiments is growing finely.

Andrew Norman, of Stoughton, Wis., buyer for George Schuster of this city, is visiting Milwaukee. He reports the crop throughout the State as growing rapidly, but some fields planted late.

J. L. Goldsmith, representing F. & E. Cranz, New York, is calling on his trade in Milwaukee.

The hundred or more employes of George Schuster & Co. are busy sizing, re-sweating and packing Zimmer's Spanish tobacco.

The big plate glass "Tom Moore" sign on the west or river side of Fay Lewis & Co.'s Pabst building store has been replaced with a large electric sign. The new one is by far the most elaborate display sign as well as the most costly in the city.

There has been considerable stir in Janesville leaf circles during the last two weeks and Fisher & Fisher, representing S. L. Johns, of Hanover, Pa., purchased over 2000 cases of 1901 and 1902, most of which was bought from the city warehouses. F. S. Baines sold them 200 cases of 1901, while Sanford Soverhill sold them something over 200 cases of 1902 low grade and fillers. The lot also includes 1600 pounds of shade grown Sumatra, purchased of S. B. Heddles and also 147 cases 1902 purchased of William Howels. Aside from the above L. B. Carle sold about 160 cases 1901 to Eastern parties and purchased about an equal amount of 1901 and 1902.

A number of employes of the Waters cigar factory at La Crosse, Wis. walked out of the establishment Saturday refusing to return to work owing to dissatisfaction in regard to the appointment of a new foreman to take the place of W. S. Kelly who resigned in June. It seems that the report was circulated among the workers that a certain one of their number, whom they did not wish to work under, was to be chosen as foreman. Without waiting for a confirmation of the report, they left. The action cannot be designated as a strike as the factory is a union one and subject to union regulations.

At an adjourned meeting of the Viola Warehouse Co., of Viola, Wis., on Monday it was voted to build a seventy-foot addition to the tobacco warehouse which will make the building 40x190 feet and accommodate 150 workers. The United Cigar Manufacturers have leased the building for five years at an annual rental of $650.

Free Cigars in Frisco.

Youthful Robbers Give Away Their Booty, Wanting Only the Premium Bands.

Bureau of The Tobacco World,
230 California St.
San Francisco, July 28, 1903.

The opening of the public schools in San Francisco last week brought most of the summer resorters, with their families, home, and the effect is noticed in the way in which the streets are filling up once again with people. The retail trade is being materially benefited and the jobbers are realizing a better city trade. As a whole the jobbing trade continues quiet, although there has been more or less activity throughout the country district. The cigar factories are doing a better business every day. It seems that the raids which the health officers continue to make upon the Chinese factories is a preconcerted movement to drive out the Chinese manufacturers. Trade with the leaf dealers continues quiet.

Arthur Bachman, of S. Bachman & Co., has returned to San Francisco from his outing in Southern California.

L. S. Hartman, representing S. R. Moss & Co., Lancaster, has been working the trade of San Francisco. He is of the opinion that high grade nickel goods have very little chance on this coast.

Sam Caro is still in San Francisco, placing his goods with the merchants here, among whom he is well known.

Ed. Wolf, jobber on Front street, has returned to San Francisco from Byron Springs and is preparing to start on his fall campaign.

Luke Kelly, of Butte, Mont., business agent of the Cigar Makers' International Union of America, has been in San Francisco for some time looking up the matter of cigars being sold with imitation union labels. He has found instances where goods have been sold with

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Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of *Nashville, Pa.*

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

Is as fine as can be produced. Correspondence, with Wholesale and Jobbing Trade only, solicited.

GEO. W. WERT & CO.

MANUFACTURERS OF

High Grade Union-Made Cigars

No. 14 North George St. *York, Pa.*

UNION PLANTER 5-cent Cigar is Our Leader.

A sure cure for Dry Cigars and Tobacco.

A cure for foul slimy Sponge, Cotton and Felt.

The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.

Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock. No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities. No. 2 for tobacco pails. No. 4, Pans 14x12x2½ to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 4½7x17 for each wall case shelf; 8x12x2½ for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.

O. R. RICE & CO., 103 East 14th Street, NEW YORK.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON, Factory Representative for Penna. 1133 Ridge Avenue, Phila.

"WAIT A MINUTE!"
DON'T BE A CROAKER or a Pessamist. That day is past, and your neighbor will leave you to beat out your fate on your self imposed walls of relentless gloom, and make you say business is dead—unless you
Sell Our Union-Made Goods.
Taylor Bros. Tobacco Co.
Independent Tobacco Makers Reading, Pa. UNION FACTORY

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf Tobacco
East Petersburg, Pa.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

fake union labels and expects to stop the business.

The M. Blaskower Co. has just received a new line of the Belmont Needle, five for fifteen cents cigars, and the El Belmont Heirs, four for ten cents. The Company's new Mardi Gras, Jr. has been selling exceptionally well. The company's store, which has just been opened on Hayes and Market street, will be managed by George Borchardt. Three new salesmen have been added for Oregon and Washington, two of them being Mr. Brooks and Mr. Sutherland. "Doc" Strauss, seaman for the company, has been ill for a time and is taking a lay off in the country.

David Lawrence, president and manager of the David Lawrence Co., Ltd., of Honolulu, has taken the Pacific Coast management for H. N. Martin & Co., of Louisville, Ky., and is now in the field, introducing the well known Martin's Navy. He has located offices at room 51, 421 Market street. He will begin operations in San Francisco, probably by the first of August.

M. A. Gunst, of M. A. Gunst & Co., has so far recovered from his recent illness that he will return immediately from Europe and is expected to arrive in San Francisco by the middle of August.

The Pacific Coast Co-Operative Cigar Manufacturing Co., has added three new salesmen within the last week, and is preparing for a large run next month.

The L. C. Cigar Co.'s branch in San Francisco, has taken on an A 1 salesman for the city territory in the person of Walter Hewitt, formerly for a number of years with the Capitol Mills.

Mr. Hamburger, of A. Santaella & Co., has been in San Francisco for some time with his wife and family. He is expecting shortly to make a trip to Los Angeles. Ehrman Bros. & Co., have been placing a large shipment of new Optimo signs in their territory here. Ehrman Bros. & Co. have received the first shipments of their new seed and Havana lines, the Tallyrand, Lord Protector, in several sizes, and Cuban extra several sizes. A. Ehrman is at present making a coast trip.

Herman Heyneman, who recently started on a trip to the East, has been given control of the proprietary brands of cigars of the Continental Tobacco Co.

Herman Haas, who has been in the cigar business in Stockton for many years, is looking for a position in San Francisco.

Dave Straus, a jobber of Stockton, was in San Francisco last week to attend the funeral of his brother-in-law, Mr. Kiersky.

Charley Simon is working up an excellent business, although he has changed factories. He is getting back all of his old customers. He now represents O'Halloran's line.

Emil Judell, of H. L. Judell & Co., has returned from his northern trip, where he found trade in Oregon to be in excellent condition, although in Washington it is very quiet on account of the closing of the slot machines.

Ten days ago the slot machines were ordered to be closed in Sacramento, under claim of a State law. The cigar dealers are going to fight against the closing, and have already taken up a large collection, which was subscribed to by the dealers of various cities. A test case will be made and a committee of the retail dealers has already secured attorneys.

Sig Cahen, a cigar retailer, on Kearny street, has commenced suit against the Havana Commercial Co., for $25,000 damages, because of alleged injury done to his business by the company's recent charges of fraud. His name was mentioned among a number of other retailers in a recent suit which was brought against a wholesale house here for selling cigars that were used by certain retailers in stuffing boxes.

M. Katzauer, a cigar dealer at Third and Townsend streets, is under arrest for having in his possession 400 cigars, taken from a freight car. The cigars were to be sent to Arizona by Lane & Connelly.

Four small boys broke open a show case in front of a cigar store on Market street last week and raked out 2000 cigars. Smoking was no object to them and they quickly attracted a large crowd by giving away free cigars. Their object was to secure the bands and exchange them for some of the many facinating prizes that were offered by the manufacturers of the cigars. The crowd attracted a policeman and the four youngsters were taken under the wings of the law.

J. Wade, a cigar manufacturer from Saginaw, Mich., has established a cigar factory in Jacksonville, Ore.

Daniel Binnard, of Colfax, Wash., has accepted the position as traveling salesman for A. P. Schoen & Co., of Spokane.

B. F. Davis, of Los Angeles, has become a member of the Allison & Craig cigar concern, having purchased the Craig interest.

The Retail Cigar Dealers' Protective Association has been formed in the State of Washington. Over three hundred dealers have joined the league and have furnished a fund to oppose police protection and to promote the operation of slot machines.

The entire stock of Webster & Zimmerman's cigar factory and tobacco store in Riverside, Cal., was ruined by fire last week. There was $1000 insurance and the stock was valued at $2000.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000 Cigars
Factories: YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

J. K. PFALTZGRAFF & CO.
Manufacturers of High-Grade Nickel SEED and HAVANA Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BRAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—*The* Bear Brand—*The* Cub Brand—*The* Essie Brand.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

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MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

LA UNION CIGAR CO.

Hanover, Pa.
Manufacturers of
High Grade Union Made
Cigars
SPECIAL BRANDS:
ALEX WILSON—ten sizes;
MINERS' VICTORY, PRIMO,
LITTLE PEDRO, and
LA UNION CROOKS.

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Wholesale Manufacturers of
High Grade Medium Priced Cigars
Red Lion, Pa.
Remember—the MELODIOSO is Our Leader.

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE
Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

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Packers and Dealers in Leaf Tobacco

105 S. George St., YORK, PA.

Walter B. Hostetter. B. F. Able.

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Wholesalers and Retailers of Leaf Tobacco

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.

Packers of Leaf Tobacco

James and Prince Streets,

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STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

A. J. HINSEY,

Manufacturer of

Fine Havana and Domestic CIGARS

For Wholesale and Jobbing Trade Only. Correspondence solicited. Akron, Pa.

E. B. STONER,

Packer of and Dealer in

PENNA. LEAF TOBACCO

Hellam, Pa.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

The market seems to be at a standstill, though occasionally we hear of the sale of a crop. The dealers seem to be all looking for crops that they can buy at low figures. The wonder is that they can find anyone who will listen to them for an instant. There has not been for a long time such an outlook for high prices as now exists in the Connecticut valley.

Our correspondents write:

North Hatfield: "Early set tobacco, as a rule, has gone to the dogs. Six weeks of dry weather and four weeks of wet weather is now estimated to yield from 700 to 1,000 pounds to the acre. Still, there are some good pieces that look more as it ought at this time of the year. The latest set, it is hoped, may be the best. We have 15 acres all early set. There is occasionally a crop that looks well."

Conway: "I have a sale of tobacco to report. C. F. Elmer to Meyer & Son about two acres at 15 cents, assorted by L. A. Crafts of Whately. Tobacco here will not be an average crop this year. We will need to have a late fall in order to harvest and cure it. A good deal of it will not harvest much before September."

Whately: "We have a couple of sales to report. L. A. Craft sold about 10 cases of assorted goods at 15 cents, and L. F. Graves a fine crop at 18 cents through for P. Toomey."

Sunderland: "Tobacco has changed wonderfully in the past ten days. The early set tobacco will be rather small, but the leaf is perfect; no damage from any cause; no green worms or grasshoppers. The 1902 crop was nearly all sold last winter. I haven't heard of any buyers of late."

Wethersfield: "Our tobacco is looking well, probably will be topped this and next week, if we escape hailstorms. There is but one 1902 crop left in town on growers' hands."—American Cultivator.

BALDWINSVILLE, N. Y.

A few sales are reported as having been made during the past week. J. R. Reynolds, of the firm of Farnham & Reynolds, of Addison, N. Y., has been riding and is reported as having purchased about 100 cases at prices ranging from 6 to 10 cents assorted. Charles R. Goldsmith, of New York, has been riding with his firm's local representative, A. Heinke, and C. R. Northrop is also again buying. The past few days has made a great improvement in the new crop.—Gazette.

Phones: { Keystone, 65-64A Main Bell, 62-39A

M. Kaufman & Co.

Manufacturers of Union Made

Turkish Cigarettes

504 S. Fifth St., Phila.

Special Brands:

MUNJURA, MATCHAKA, MIENAS

Manhattan Briar Pipe Co

Manufacturers of

Briar and Meerschaum Pipes

Importers of

SMOKERS' ARTICLES

Salesroom, 10 East 18th St.

NEW YORK.

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of

Fine and Common Cigars

Established 1890.

Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ

Manufacturer of High Grade

EGYPTIAN CIGARETTES

74 Wooster Street

NEW YORK

Traveler–Cork Tips. Planet–Gold Tips

Planet–Plain Tips. Planet–Cork Tips

KLEINBERG'S

Chico CIGARS

AGAIN ON THE MARKET.

A Better Cigar than ever, and Selling Faster than ever before.

M. KLEINBERG,

Manufacturer,

219 N. Second Street, Philadelphia.

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promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo. for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. Address

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DETROIT AND BUFFALO STEAMBOAT CO.

QUEENS OF THE LAKES

Steamers Eastern States and Western States

$3 SAVED TO ANY POINT WEST

Lv. BUFFALO daily 5.30 P. M., ar. DETROIT 7.30 A. M., connecting with all trains West and D. & C. for Mackinac resorts. Lv. DETROIT daily 4.00 P. M., ar. BUFFALO 7.30 A. M. Fare: $3.50 one way; round trip $5.00. Berths $1.00 and $1.50, rooms $2.00, parlors $2.00 each way. Week End Excursions DETROIT and Return, $2.50. Send 2c. for illustrated pamphlet. Address A. A. SCHANTZ, G. P. T. M., Detroit, Mich.

LISTEN!

Our Cigar Bunching Machine

INCREASES YOUR PROFITS,

Increases the Earnings of Your Labor Twenty to Fifty Per Cent.,

INCREASES YOUR CAPACITY,

Reduces the Cost of Your Goods and Improves their Quality.

Hundreds Already in Successful Operation. Sent on Ten Days Trial.

SEND FOR CATALOGUE.

Winget Machine Company,

YORK, PENNA.

EDGERTON, WIS.

From opinions rendered by several careful observers who are materially interested in the growth and handling of tobacco, the effects of last week's storm are not nearly as serious as was at first reported. In many localities where flooded fields gave but little promise, the plants have recovered from the shock and with favorable conditions from now on will yield nearly an average crop. Of course there were a very few fields which were practically destroyed. The storm on Wednesday of this week was quite severe and in portions of Dane county considerable damage was done. In Pleasant Springs the path of the storm was about a mile wide and tobacco was badly flattened out, but will probably recover enough so that the loss will be only a partial one.

The very early set plants have advanced rapidly toward maturity and topping is quite general among this class. There is reported to be a general tendency to rust where the fields have advanced to the budding stage, and the bottom leaves are turning to a yellow color. The medium or middle set fields, said one man who has ridden far and wide, will yield far above the average if nothing overtakes it from now until shedding time, and there is every promise of the first turning out one of the best crops this country has produced for some years.

Shipments, 445 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

The market ruled active at unchanged prices with good demand and sales for the weeks 542 hhds. Lugs about all gone and Low and Common Leaf now being taken freely. Medium grades doing better. Long leaf cheap.

QUOTATIONS

Lugs—Common, 4½ to 5c; Medium, 5 to 5½c; Good, 5½ to 6c.

Leaf—Common, 5½ to 6½c; Medium, 6½ to 7¼c; Good, 7¼ to 9½c.

Old Lugs, 5 to 5¼c; Leaf for Cigar Wrappers, 7½ to 8½c.

The crop in the field is doing well and cutting will be on about the 10th to 15th.

MONTHLY REPORT—JULY.

	1903	1902
Receipts for month,	1,165	975
" year,	10,645	11,515
Sales for month,	2,463	2,136
" year,	8,795	8,767
Stocks on sale,	2,189	2,155
" sold,	1,649	1,899
Stocks on hand,	3,838	4,054

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 96 hhds.; Offerings on the breaks 202 hhds.; public and private sales 229 hhds.

The quality of the Leaf breaks was low in grade as a rule, but few Lugs were

A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.

Manufacturers,

READING, PA.

G. M. Wechter, Established 1883

Manufacturer of

Cigar Boxes

GOLD LEAF PRINTING a Specialty

Akron, Pa.

F. W. Dohrmann. [Estab'd 1873] Theo. S. Dohrmann.

F. W. Dohrmann & Son,

Packers of Cigar Tobacco

Packing { Covington, O. Houses: { Gettysburg, O.

Zimmer Spanish, Ohio Seed Leaf, Little Dutch.

Redryers of Burley Tobacco

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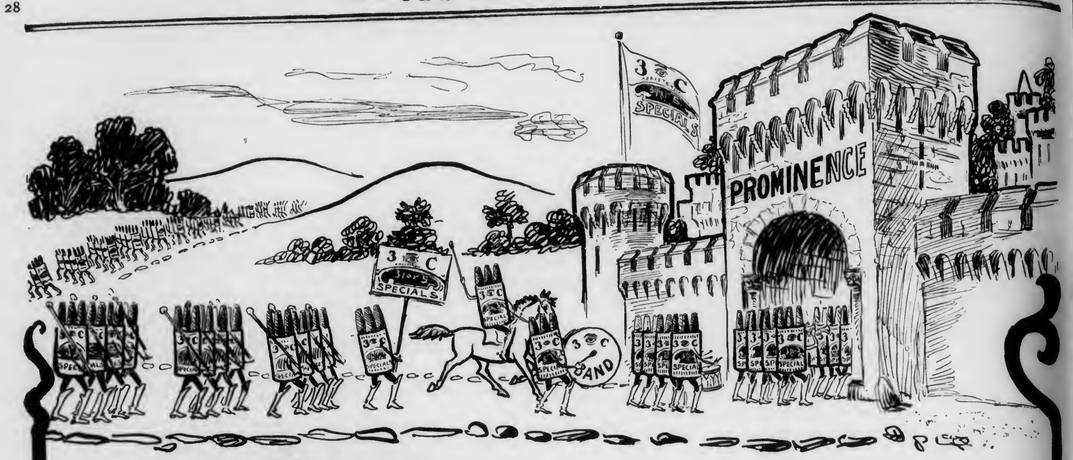
Bright Grades and Cigarette Wrappers a Specialty.

Samples forwarded on application.

Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

—THE TOBACCO WORLD—



THREE SEE! REGISTERED.

3 for 5

SPECIALS

Marching Into Prominence

A Postal Card will Bring Sample and Price. . . .

To Jobbing Trade Only

Phares W. Fry, Lancaster, Pa.

BON TON CIGAR CO.

Manufacturers of the

El Dorado de Habana CIGAR

Reading, Pa.

Correspondence with the Wholesale and Jobbing Trade Invited.

THOS. R. DECKER

YORK, PENNA.

MANUFACTURER OF

Sweet Damsel, D. & S.

High Grade Medium Priced

Cigars

For the Wholesale and Jobbing Trade. Correspondence invited.

THOUSANDS ARE COMING TO INVEST

TEXAS TOBACCO TRACTS FOR SALE CHEAP

U. S. Government official tests prove that the finest grade of **CUBAN LEAF** Can be grown in East Texas on line of the **SOUTHERN PACIFIC R. R.**

Why don't you write for Information to

T. J. ANDERSON, G. P. A., Houston, Texas.

offered, the stocks of such being very light.

The market was rather dull and irregular but not materially changed.

The weather has been hot with moderate showers here and there, which will help the small rather late plantings. The quality promises to grade higher than the crop of 1902.

QUOTATIONS:

Low Lugs	$4.00 to $4.50
Common Lugs	4.50 to 5.00
Medium Lugs	5.25 to 5.50
Good Lugs	5.75 to 6.00
Low Leaf	5.25 to 6.25
Common Leaf	6.50 to 7.00
Medium Leaf	7.25 to 8.50
Good Leaf	9.00 to 10.00
Fine Leaf	10.50 to 12.50

Business Changes, Fires, Etc.

Colorado.

Telluride.—H. T. Henry, cigars, etc., succeeded by Endrick and Davis.

Florida.

Tampa.—C. C. Cotton, cigar manufacturer, mortgaged real estate, $800.

Georgia.

Atlanta.—Davis & Hoyt, cigars and tobacco, dissolved. Succeeded by Edgar F. Hoyt.

Illinois.

Chicago.—W. H. Heegaard Co., cigar manufacturers, petition in bankruptcy. Receiver appointed.

Iowa.

Council Bluffs.—Larse & Lee, cigar manufacturers, succeeded by M. J. Lee.

Massachusetts.

Chelsea.—F. L. Teague, cigars, tobacco, etc., chattel mortgage, $1,200, July 23, 1899, discharged. Gave bill of sale, $450.

Lawrence.—John W. Ainsworth, cigars, chattel mortgage, $250.

Michigan.

Traverse City.—Fred L. Smith, cigars, etc., succeeded by H. S. Knapp.

Missouri.

St. Louis.—J. A. Jack & Co., cigars, succeeded by W. C. Hart.

New York.

Palmyra.—W. W. Williamson, of Williamson Bros., cigar manufacturers, dead.

Ohio.

Toledo.—Henry Weitzel, cigar manufacturer, renewed chattel mortgage, $560.

Oregon.

Portland.—J. L. Walter, cigar manufacturer, dead.

Pennsylvania.

Lebanon.—A. J. Meredith, of Meredith & Rebstock, cigar manufacturer, dead.

PATENTS RELATING to TOBACCO, Etc.

734,688 Cigar cutter and mirror; John W. Farley and G. F. Ballasch, Cleveland, Ohio.

734,839 Tobacco box or caddy; Alexander J. Field, Raleigh, N. C.

BOLTED CIGAR BOARDS MANUFACTURED BY L. L. BEDORTHA WINDSOR, CONN

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK — **KRUEGER & BRAUN** — LITHOGRAPHERS AND PRINTERS. Samples furnished on application. 322-326 East 23d St. NEW YORK. NEW BRANDS Constantly ADDED.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Special Designs — Engraving Embossing

H. S. Souder,

CIGAR LABELS,

PRIVATE DESIGNS a Specialty *CIGAR RIBBONS,*

Souderton, Pa.

Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

143 Liberty St. New York.

CIGAR MOLDS

We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.

The American Cigar Mold Co.

Nos. 121---123 W. Front Street,

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Best Workmanship — The Lowest Prices

H. W. HEFFENER

Steam Cigar Box Manufacturer

DEALER IN

Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Cor. Howard & Boundary Avenues

YORK, PA.

CIGAR BOXES of Every Description

Gold Leaf Embossed Work

A. Kauffman & Bro., York, Pa.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

716—728 N. Christian St. LANCASTER, PA.

FRAZIER M. DOLBEER — G. F. SECOR, Special.

F. C. LINDE, HAMILTON & CO.

Original "Linde" New York Seed Leaf Tobacco Inspection

Established 1864

Principal Office, 180 Pearl Street, New York City.

Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.

Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

M. D. BOALES,

LEAF TOBACCO BROKER

Cable Address, "Boales," U. S. A. Use Arnold's 8c 5 Tobacco Cipher.

Hopkinsville, Ky.

Frank Ruscher — Fred Schnaibel

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

COUNTRY SAMPLING Promptly Attended to.

BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

SAVE CIGAR BANDS!

ANOTHER FREE DISTRIBUTION

OF

$142,500

Will be Made in December, 1903, Based on the Month of NOVEMBER, 1903, to Smokers of

"CREMO"	"FONTELLA"	"WEGO"	"SIONA"
"CUBANOLA"	"RENOWN"	"NERVE"	"SPANIOLA"
"GEO. W. CHILDS"	"SALVA FUMA"	"STAR"	"TWO ORPHANS" (2 for 5c)
"JACKSON SQUARE"	"SANTA BANA"	"LILLIAN RUSSELL"	"BENEFACTOR"
"PREMIOS"	"PEOLA"	"TURCO"	"FLORODORA" (3 for 10c)
"EXPORTS"	"SMOKETTES"	"VELVET"	"FLORODORA OPERAS" (5 for 10c)
"LA BELLE CREOLE" (10c)	"COLUMBIA" (10c)	"CONTINENTAL" (10)	"PIONEER"
	"DOWLEDO"	"DETROIT FREE PRESS"	

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?

(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3.00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000.00 in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000.00 "
To the	5 persons whose estimates are next closest	($1,000.00 each)	5,000 00 "
To the	10 persons whose estimates are next closest	($500.00 each)	5,000.00 "
To the	20 persons whose estimates are next closest	($250.00 each)	5,000 00 "
To the	25 persons whose estimates are next closest	($100.00 each)	2,500.00 "
To the	50 persons whose estimates are next closest	($50.00 each)	2,500 00 "
To the	100 persons whose estimates are next closest	($25.00 each)	2,500.00 "
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000 00 "
To the	3 000 persons whose estimates are next closest	($5.00 each)	15.000 00 "
To the	30,000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2.50 per box)		75,000.00
	35,213		
35,213 persons			*$142,500.00*

Every 100 bands from above named cigars will entitle you to four estimates.

[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445, 95,483	August	483,551,833	485,441,753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800,523	575,804,470
April	427,952, 58	481,870,212	516,835,163	October	532,205,063	574,551,047	628,881,303
May	456,509,855	553,187,580	523,035,907	**NOV.**	**508,258,250**	**529,308,500**	**562,444,393**
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.

Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after December 1st, 1903, as the figures are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands. Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue.

Handsomely illustrated 80-page catalogue (page size 7 in. x 10 in.) showing all the Presents exactly as they are, and with beautiful embossed cover lithographed in ten colors and gold, will be mailed to any address upon receipt of ten cents, or ten tags, or twenty cigar bands.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of **High-Grade Turkish & Egyptian Cigarettes.**
P. S.—I manufacture all grades of **PLUG, SMOKING and CIGARETTES** to suit the world. Write for samples.

—Established 1834—
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Auctioneers and Commission Merchants
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A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
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FIVE CENT
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Celebrated Everywhere. None Better.

Different from all. Have you noticed it?
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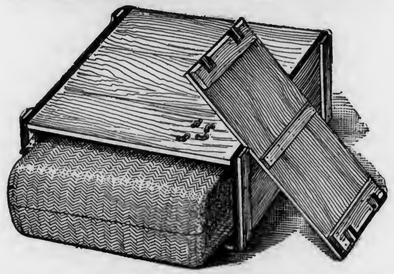

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No Damage by Hooks

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THE TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
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Register Your New Brands

WITH

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Where they Will be Seen by the Entire Trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Retailers, Wake Up!

THE retail cigar dealer—that is, the average retail cigar dealer—in not usually much of a fighter. His hours are long, his sales are for small amounts—even if they do in some cases aggregate comparatively large sums—and an important part of his calling is the cultivation of patience and forbearance in dealing with others.

There is such a thing as cultivation of good qualitities to too great an extent, and the point where patience and forbearance cease to be virtues has been reached in respect to the arrests for selling cigars on Sunday.

Can the practice of making these wholesale arrests be stopped? There is no certainty of anything which has not been tried, but there certainly seems to be little doubt that if those who are interested would bestir themselves for a few weeks public sentiment would be aroused to such an extent that the Sabbath Association would call off its agents.

Apparently all that is necessary is to enforce the blue laws against the proprietors of drug stores, against many of them, not only a few, and every Sunday instead of an occasional Sunday.

Selling medicine is a necessity, of course; but if druggists were limited to this line as far as Sunday business is concerned not one drug store would be open on Sunday where now there are fifty. If druggists were prevented from selling cigars, soda water and what are known as "sundries," on Sunday, their Sunday receipts would not be over one tenth what such receipts are now and most of the druggists would shut up shop Saturday night and not reopen before Monday morning.

Then there would arise a great howl of indignation. Not a cake of soap, not a bottle of tooth-powder, not a sheet of paper or envelope, not a postage stamp and not a drop of soda water! What a swarm of hornets would be buzzing about the ears of the "unco guid" people who work the Sabbath-observance graft in enticing dollars out of the pockets of those who can be influenced in that way.

Prevent a druggist from selling anything but medicine on Sunday and he would have to double, triple or even quadruple his prices on Sunday in order to pay expenses. This would make many regular customers angry, and, rather than suffer their ill will and lose their patronage, nearly every druggist would take a day off and close up shop once a week. Then, if a baby were ill or some member of a family met with an accident, a trip of many blocks might have to be made before the means of relief and help, now easily obtained in any neighborhood, could be had. With all, or nearly all, drug stores closed, and simple remedies not obtainable, many cases of temporary illness which could easily be treated in the family would necessitate the calling—and the paying—of a doctor.

Let the community as a whole suffer the inconvenience, not to say misfortune, of having the drug stores closed on Sunday, and to raise funds for paying informers against cigar dealers will be much harder than it is now.

Here is a proposition: If cigar dealers cannot sell cigars on Sunday without arrests, druggists who sell cigars and soda water on Sunday shall be arrested. If druggists are prevented from making such sales on that day they will not keep their stores open then. If drug stores are closed on Sunday nearly everybody will clamor for removal of the cause which leads to their being closed.

Few druggists do business enough to afford to pay $6.50 as a penalty each Sunday, although a few undoubtedly do. The others will be very cautious after a few arrests are made. Some three months ago when the new Director of Public Safety took office, word went forth in one of the police districts on a Saturday night that the law of 1794 was to be strictly enforced the following day. As a result, in one drug store in that district a customer was told he could not buy a sponge unless he brought a physician's prescription for one.

There are more fighters among druggists than among cigar dealers. Let the latter set the ball rolling and the former will keep it going. As was reported in The Tobacco World recently, the druggists in the Borough of Wilkinsburg, near Pittsburg, have carried the war into the enemy's camp by swearing out warrants against the paid singers in the choirs of all the local churches. Accusing a preacher of violating the Sunday law is, to a certain extent, absurd, as a logical defense to such accusation can be made; but sopranos, tenors, etc., who earn from a hundred to a thousand dollars per year for assisting in religious services, make no pretense of having any object beyond money getting. There may be a few exceptions, but let the choir salaries be cut off and the Cherubims and Seraphims of the choir gallery would lie abed instead of hiking off to church Sunday mornings.

Magistrate South is now taking in about $300 a week from cigar sellers who do business on Sunday and his Wednesday morning seances occupy two or three hours of the time of a hundred or more men engaged in that business. That amount of money, merely deposited as security, would be enough to secure a couple of hundred warrants against druggists every week. That amount of time given by that number of people would be enough to obtain evidence and to testify in as many cases.

Cigar dealers have no ill-will towards druggists, but they do object to being allowed to do business only six days in the week when druggists are allowed to do business, including cigar selling, seven days in the week.

The agents of the Sabbath Association have confined their persecutions almost exclusively to poor and almost poverty-stricken dealers who have no influential friends and to whose complaints of injustice officials will be almost sure to turn a deaf ear. Let there be a change in the class of victims. Let the inconvenience and annoyance of a strict enforcement of the law of 1794 be felt by all. Let there be absolute impartiality. Shut off all cigar selling and other sales not absolutely necessary, or allow all dealers the same privileges. Any ten men, even any one man, can start the reformation. It is simplicity itself. Obtain evidence, make the necessary deposit, and testify. Retail cigar dealers of Philadelphia, wake up!

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Underpaid Clerks.

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Some men prefer original commonplaces to borrowed business developers. It is better to be original enough to borrow some good things prepared by others than to create that which will not prove a good thing to the store using it. A bad idea that is original is useless to the merchant using it and a good idea borrowed is profitable when placed in action. Be original as long as you can keep your ideas up to a high standard of profit, but when originality becomes commonplace and profitless look about for other ideas and use them as well as they can be used. It is right to borrow but it is necessary to improve what is borrowed when that is possible. Keep the stuff as good as you can, and where goodness is possible be original, but when originality is profitless get other ideas to brace up those that have been going to seed.

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* * *

Modern Business.

Those who stand still in the old rut are sure to be outdone by those who move forward. Old ways will not do in this rushing age. Business conservatism that was popular a few years ago is not suited to these times. Hence, to keep abreast with good business methods, the business man must keep going. This is the age of display. It is not enough to open a factory and make good goods. Nor is it sufficient to merely offer them for sale. Goods today must not only be of excellent quality, but they must be presented to the buyer in an attractive form, and they must be thus kept before the prospective buyer if good results are to be obtained.

• • •

Match Giving; Price Cutting.

The troubles of retailers are not confined to Philadelphia, nor even to this side of the earth, judging from the following letter which appears in the Australian Tobacco Journal:

"Sir:—Your correspondents who have written on the 'free matches' trouble are right enough in their way, and nobody denies that it is an irregular thing to give away something in addition to the article purchased. But how is the difficulty going to be dealt with? It is easy enough for the half-dozen or twenty tobacconists in a country town to agree among themselves that they will give no free matches, but in the case of a big city nothing can be done as far as I can see. In Sydney it has become so much the custom that purchasers demand matches with the smallest purchase, and would go elsewhere in a huff if you refused. I have been in one business for a good many years, and I was the last in my part of the city to hold out, but was at length compelled to give in. After all, it is only a part of the old cutting question. Prices, long ago, were cut down to a very narrow margin of profit, then one after another the tobacconists took to giving free matches, and now some of them go one better and give two boxes of matches. Next, we shall be giving away a motor car or a billiard table with every three-penny packet of cigarettes. It is absurd to suppose that anything can be done to set matters straight unless there is a trade association which really represents the majority of the retailers. What weight can ten or twenty traders have in attempting to deal with any general question? Cutting of all sorts will go on until the majority of the trade are bound together in an association. Then they can make their will felt, and secure the co-operation of the wholesale houses. But while they are disunited all they can do is to invoke the assistance of the press to ventilate our grievance. Yours truly,

ANTI-CUTTER."

* * *

Cigarettes Cost More.

The following is from the London Tobacco Journal:

The Imperial Tobacco Company (Ogden Branch) have issued a circular to English retailers notifying a rise in the price of American cigarettes, amounting in some cases to 50 per cent. The one exception to the increase is "Sweet Caporal." The following list gives the principal cigarettes affected by the change:

	Late Price.	Present Price.
Richmond Gem	3d.	4d.
Richmond Straight Cut	3½	5
Kinney's Straight Cut	3½	4½
Old Gold	2½	4
Cameo	3	4
Old Judge	3½	5
Chancellor	3	4

The prices of cigarettes in America have not been altered.

• • •

New Window Cleaners.

A crowd gradually gathered in front of a certain shop in Collingwood, Melbourne, lately, says the Australian Tobacco Journal, and at last a small boy ventured in, and, standing on tiptoe, so as to get his nose above the counter, ejaculated: "I say, mister, there's snails crawlin' all over your window panes." Then the proprietor hung up in the window a nicely written card, explaining that in olden days snails were very commonly used to clean windows. They were, the announcement continued, damped, placed on the glass, and at once commenced to move about, devouring all foreign matter and leaving the glass perfectly clean. Snails and card proved a good advertisement.

• • •

Making a Good "Front."

The importance of having your store present as inviting an appearance as possible pays for the expense and trouble necessary to keep it so, many times over. A clear statement apropos of this is given in the booklet of E. G. Bartlett, Leeds, England, which is quoted here for the good it may do:

"It is as important to have 'Invitation' written all over the outside of your shop as to have fresh goods, new styles and brightness inside. People must see the outside; you've got to get them inside. So make the first impression good, and it will count in your favor when money is being spent.

"A well dressed man is generally taken for a successful man, and a shabby sign is, in the public mind, a sort of index to the quality and quantity of goods on sale or the service to be rendered. The great public associates a shabby shop front and dull sign work with decreasing trade, old stock, and cobwebs. In days gone by a man could do business in a cellar, or on a box, but those days are gone. You know who you are, and what good things you have to sell. The public don't. You've got to tell them, and the first talk with them is from your own shop front."

• • •

Value of Effort.

The energy expended on a business ought to yield something. It may not produce as much in one way as it would another, but should produce something. It is of the utmost importance that the right sort of effort be made in order that the right sort of results shall come. But it is unwise to work without intelligent thought for results, and the best time for the best thought is when business is not very good. If the store is lacking in activity, the merchant can be busy in thinking of something which will help to make the place more like a hive of industry. The time to think is all the time, but the time when thought is easiest is when business is not demanding all the attention of the merchant. The effort which yields the greatest benefit is that which is expended along the right lines. The effort that is most profitable is that which digs something out where nothing seemed to be coming. What makes the effort

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* * *

Modern Business.

Those who stand still in the old rut are sure to be outdone by those who move forward. Old ways will not do in this rushing age. Business conservatism that was popular a few years ago is not suited to these times. Hence, to keep abreast with good business methods, the business man must keep going. This is the age of display. It is not enough to open a factory and make good goods. Nor is it sufficient to merely offer them for sale. Goods today must not only be of excellent quality, but they must be presented to the buyer in an attractive form, and they must be thus kept before the prospective buyer if good results are to be obtained.

• • •

Match Giving; Price Cutting.

The troubles of retailers are not confined to Philadelphia, nor even to this side of the earth, judging from the following letter which appears in the Australian Tobacco Journal:

"Sir:—Your correspondents who have written on the 'free matches' trouble are right enough in their way, and nobody denies that it is an irregular thing to give away something in addition to the article purchased. But how is the difficulty going to be dealt with? It is easy enough for the half-dozen or twenty tobacconists in a country town to agree among themselves that they will give no free matches, but in the case of a big city nothing can be done as far as I can see. In Sydney it has become so much the custom that purchasers demand matches with the smallest purchase, and would go elsewhere in a huff if you refused. I have been in one business for a good many years, and I was the last in my part of the city to hold out, but was at length compelled to give in. After all, it is only a part of the old cutting question. Prices, long ago, were cut down to a very narrow margin of profit, then one after another the tobacconists took to giving free matches, and now some of them go one better and give two boxes of matches. Next, we shall be giving away a motor car or a billiard table with every three-penny packet of cigarettes. It is absurd to suppose that anything can be done to set matters straight unless there is a trade association which really represents the majority of the retailers. What weight can ten or twenty traders have in attempting to deal with any general question? Cutting of all sorts will go on until the majority of the trade are bound together in an association. Then they can make their will felt, and secure the co-operation of the wholesale houses. But while they are disunited all they can do is to invoke the assistance of the press to ventilate our grievance. Yours truly,

ANTI-CUTTER."

* * *

Cigarettes Cost More.

The following is from the London Tobacco Journal:

The Imperial Tobacco Company (Ogden Branch) have issued a circular to English retailers notifying a rise in the price of American cigarettes, amounting in some cases to 50 per cent. The one exception to the increase is "Sweet Caporal." The following list gives the principal cigarettes affected by the change:

	Late Price.	Present Price.
Richmond Gem	3d.	4d.
Richmond Straight Cut	3½	5
Kinney's Straight Cut	3½	4½
Old Gold	2½	4
Cameo	3	4
Old Judge	3½	5
Chancellor	3	4

The prices of cigarettes in America have not been altered.

• • •

New Window Cleaners.

A crowd gradually gathered in front of a certain shop in Collingwood, Melbourne, lately, says the Australian Tobacco Journal, and at last a small boy ventured in, and, standing on tiptoe, so as to get his nose above the counter, ejaculated: "I say, mister, there's snails crawlin' all over your window panes." Then the proprietor hung up in the window a nicely written card, explaining that in olden days snails were very commonly used to clean windows. They were, the announcement continued, damped, placed on the glass, and at once commenced to move about, devouring all foreign matter and leaving the glass perfectly clean. Snails and card proved a good advertisement.

• • •

Making a Good "Front."

The importance of having your store present as inviting an appearance as possible pays for the expense and trouble necessary to keep it so, many times over. A clear statement apropos of this is given in the booklet of E. G. Bartlett, Leeds, England, which is quoted here for the good it may do:

"It is as important to have 'Invitation' written all over the outside of your shop as to have fresh goods, new styles and brightness inside. People must see the outside; you've got to get them inside. So make the first impression good, and it will count in your favor when money is being spent.

"A well dressed man is generally taken for a successful man, and a shabby sign is, in the public mind, a sort of index to the quality and quantity of goods on sale or the service to be rendered. The great public associates a shabby shop front and dull sign work with decreasing trade, old stock, and cobwebs. In days gone by a man could do business in a cellar, or on a box, but those days are gone. You know who you are, and what good things you have to sell. The public don't. You've got to tell them, and the first talk with them is from your own shop front."

• • •

Value of Effort.

The energy expended on a business ought to yield something. It may not produce as much in one way as it would another, but should produce something. It is of the utmost importance that the right sort of effort be made in order that the right sort of results shall come. But it is unwise to work without intelligent thought for results, and the best time for the best thought is when business is not very good. If the store is lacking in activity, the merchant can be busy in thinking of something which will help to make the place more like a hive of industry. The time to think is all the time, but the time when thought is easiest is when business is not demanding all the attention of the merchant. The effort which yields the greatest benefit is that which is expended along the right lines. The effort that is most profitable is that which digs something out where nothing seemed to be coming. What makes the effort

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1882.

necessary is that business would go to pieces without it. Why people are interested in the effort of another is because they hope to profit by it. If, therefore, the merchant can let the people see his activity in the work of benefiting the business of which he is the head, they will see that his effort is going to yield something of benefit to them at the same time, and will be glad to take advantage of his hustle.

"SMOKERS PREFERRED."

The folks all gave me the laugh when I sent down to the city for ten men to come up to my rural place to work—smokers preferred. I wanted a job finished quick, digging drains and laying tiles, and some other things of the sort. What's more, I wanted it done within two weeks. It was finished inside of ten days, the men got their money and left for the city, calling me an easy boss. How did I accomplish a two weeks' job inside of ten days? Easy enough, and as simple as you please. I said I preferred smokers when I sent for the gang. When they went to work I told them they were to smoke as much as they pleased. And they hit the pipe right along to their content, I assure you. A neighbor came over to look at the job, and he threw up his hands when he saw my gang. Down in the drain were four lusty fellows; each and every one was loading and lighting the bowl.

"Waste of time, that; takes a man at least one minute to fill, light, and start a pipe. Those fellows could not work for me. Simply wasting too much time smoking."

So he said, but, all the same, I failed to agree with him when I saw the chaps buckle down to business; worked and puffed, puffed and worked. It was the same with the tile men. They'd suddenly lift up with a jerk, as though they'd forgotten something. Out came the pipes and bags—scratch, puff, and, presto! down went the tiles all shipshape and quickly. It was the same with the rest of the men. They worked and smoked, smoked and worked; if they lost time fooling with the pipe, they made it more than up when the pipes started business. Mind, I do not find any fault with the non-smoker; on the contrary, I admire the man who does not use the weed. But when it comes down to real old hard work, I will take the smoker every time when I want my job done quickly.

"And I presume you lighted a perfecto and looked the thing over with a degree of satisfaction that was sublime?"

Hardly; I never smoke myself. I only chew."—New York Times.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending Aug. 8, 1903.

Liverpool.—American Tobacco Co.; 55 cases cigarette paper.

Havre.—W. R. Grace & Co., 1 case cigarettes, 2 cases cut tobacco; Alex. Hollander & Co., 1 case cut tobacco.

SUMATRA TOBACCO.

Str. Statendam, arrived Aug. 4:
(608 bales, 430 cases)

H. Duys & Co.	131	bales
L. Schmidt & Co.	111	"
Joseph Hirsch & Son	101	"
Pennsylvania R. R. Co.	87	"
Rothschild & Bro.	60	"
Order	40	"
A. Cohn & Co.	37	"
F. & E. Cranz	18	"
Company's General Agent	11	"
E. Spingarn & Co.	7	"
Benj. Labe & Sons	5	"
American Cigar Co.	430	cases

HAVANA LEAF.

Str. Morro Castle, arrived Aug. 4:
(1,792 bales, 50 bbls., 349 cases.)

James E. Ward & Co.	566	bales
L. Sylvester & Sons	250	"
E. Hoffman & Son	198	"
S. Rossin & Sons	188	"
Pazos & Co.	172	"
Manuel Alvarez	85	"
B. G. Davis	71	"
Rodriguez & Teipero	41	"
American Cigar Co.	37	"
J. Rosenwald & Bros.	36	"
Starr Bros.	26	"
Lozana, Delgas & Co.	25	"
Hamburger Bros. & Co.	24	"
Wm. Bader	24	"
Garcia, Vega & Carcaba	21	"
S. L. Goldberg & Son	20	bales
Antonio Rocha	6	"
Leonard Friedman & Co.	2	"
Hinsdale Smith & Co. GEM	18	bbls.
Hamberger Bros. & Co.	14	"
Brown Bros & Co.	11	"
S. Ashner	5	"
James E. Ward & Co.	2	"
James E. Ward & Co.	349	cases

HAVANA CIGARS.

Str. Morro Castle, arrived Aug. 4:
(181 cases)

Havana Tobacco Co.	135	cases
W. R. Grace & Co.	13	"
Park & Tilford	8	"
Order	5	"
Michaelis & Lindeman	4	"
National Cuba Co.	3	"
Acker, Merrall & Condit	3	"
B. Wasserman	2	"
Alex. Hallorder & Co.	2	"
Canadian Pacific R. R. Co.	2	"
W. O. Smith & Co	2	"
Trinidad Trading & Shipping Co.	1	case
Charles D. Stone & Co.	1	"

PORTO RICO CIGARS.

Str. Philadelphia, arrived Aug. 4:
(208 cases)

American Tobacco Co.	128	cases
C. D. Stone & Co.	20	"
Amer. & W. I. Trading Co.	12	"
West Indies Cigar Co.	11	"
Durlach Bros.	11	"
Victor Malga & Co.	5	"
M. Sola & Sons	4	"
Austin Baldwin & Co.	4	"
G. W. Sheldon & Co.	3	"
W. T. Dana	3	"
Samper & Co.	2	"
Ernest F. Walffe & Co.	2	"
B. Raap Trading Co.	2	"
Carlos A. Minar	1	case

OVER HALF A CENTURY OLD.

IN reviewing the cigar industry few such examples of merited success as that attained by A. S. Valentine & Son are discovered. The inception of this business dates back to 1848, and, from the first, the House achieved, through the merit of its output, cordial recognition from the most prominent leaders in the trade, soon pushing its way to the front.

The position thus secured it has steadily maintained, always advancing whenever opportunity for advancement offered, until now the business has assumed gigantic proportions, embracing four large factories and giving employment to some seven hundred people. Each of the plants is thoroughly equipped with modern appliances, and that in Philadelphia, occupying Nos. 116 and 118 North Seventh street, with its well-appointed offices, is the recognized headquarters of the firm.

At the death of the senior member of the firm, several years ago, the burdens of the business fell on the shoulders of the son, George H. Valentine, who now has the able assistance of a Valentine of the third generation, Roy—a bright young man, which is necessarily the equivalent of saying that Roy is "a chip of the old block." The progressive features and enterprising measures that have marked these gentlemen's business career seem to have met the approval of all with whom they have had business dealings.

Two new brands of cigars have lately been placed upon the market by this firm, and are meeting with great success, viz: "Tirador" and "Valorita", new Havana products of strictly Cuban workmanship. Two of the old-established Valentine brands that have been leaders in 10-cent goods, the "Paul Jones" and "General Greene", are being pushed harder than ever. We are informed that this firm has booked very large orders from some of the leading jobbers East and West, and that all its factories are working overtime.

The Volume
OF OUR BUSINESS PERMITS US TO SELL
Leaf Tobacco
AT THE LOWEST POSSIBLE PRICES
Sutter Bros.
INC.
New York
Chicago
St. Louis
Havana

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

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Importers and Packers of and Dealers in Leaf Tobaccos

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MANUFACTURERS OF

Fine Union-made Cigars

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Superior Grades of

Sumatra, Havana and Domestic Tobacco

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Manufacturer of the

SPORTY BOY 5c Cigar

POPULAR EVERYWHERE

531 Wharton St. PHILADELPHIA

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf Tobacco

120 North Third Street, Philadelphia.

E. E. Kahler,

328 to 332 Buttonwood Street,

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Manufacturer of High Grade

Seed and Havana CIGARS

Correspondence solicited with the Wholesale and Jobbing Trade.

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VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF

L. P. Kimmig & Co. Tobaccos

153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

DEMAND AND SUPPLY IN HAVANA.

Information Concerning Market Conditions Continues to Grow More Definite and Somewhat More Encouraging.

HAVANA, August 3, 1903.

HAVANA CIGAR MANUFACTURERS.

Business was about stationary during the week ending August 1, as far as the number of bales is concerned, but the receipts show a further increase; so, even admitting that a part of the latter are not coming upon the market either through being sold previous to arrival, or having been purchased for the cigar factories here, there must still have been some increase in the holdings of stock for sale in the city of Havana.

It is asserted by some buyers from the North that as far as the Vuelta Abajo crop is concerned, there is hardly any vega of importance unsold in the country, excepting some isolated "conucos" here and there, which were held too high by the farmers. If this statement is really true, the future receipts from Vuelta Abajo will consist principally of escojidas, which are working still, and which usually terminate in October. In the Partidos there may be more vegas for sale yet by the farmers, who either are also asking high figures, or whose vegas may be undesirable for one reason or the other. While last year the tables were turned as regards the demand for Vuelta Abajo and Partido, this year they are in their normal position again, Vuelta Abajo having the first call, and Partido selling only as second choice, unless the Vegas have fine, light wrappers without too many green spots. When the bulk of the Vuelta Abajo shall have been sold, the Partido will receive more attention, as the former will not be sufficient to go around everywhere. Old Remedios are in good demand, but, as stocks are small, and the few owners who still have any desirable goods left are raising their pretentions with every sale accomplished, business is more or less restricted. New light fillers of Remedios, particularly if they contain any "caperos," are selling fairly well at moderate prices to the Tampa and Key West factories.

The total amount of bales sold was 4700—2800 Vuelta Abajo, 600 Partido and 1300 bales Remedios, while the Northern buyers took 2800 bales for the United States, and 1900 bales were secured by the local cigar and cigarette manufacturers. The tendency of the market evidently is upward for all good goods.

BUYERS COME AND GO.

Arrivals—J. Weinbaum, of J. W. Merriam & Co., New York; M. Stern, of Lewis Sylvester & Son, New York; Gustavo Bock, of Henry Clay & Bock & Co., Ltd., who returned from New York; A. M. Calzada, of A. M. Calzada & Co., Havana, who returned from Florida.

Departures—V. Bustillo, for Tampa; D. E. Valdez, for Chicago; B. G. Davis, for New York; J. W. Merriam, for New York; Simon Batt, for New York.

Business is steadily improving, as orders are arriving in larger quantities. Of the total exports by the S. S. Morro Castle on her last trip, H. Upmann & Co. alone shipped 700,000 cigars. That firm purchased 300 bales of Vuelta Abajo factory Vegas this week. As the Trust does not wish to disclose any details of what it is doing, it is only known that the independent manufacturers have no reason to complain, as their business is extending in every direction—in the United States, in England and, above all, in Germany and the rest of Europe.

Two very reliable men have resigned their positions in the Cabanas factory, one being Pancho Rodriguez, who acted as buyer for the H. de Cabanas y Carvajal Co., and who is a brother of Don Pepin Rodriguez and Don Victoriano Roces, who had the whole interior management of this factory in his keeping. It is said that both have gone over to the "Romeo y Julieta" factory, where their services would be appreciated, as they are considered as very valuable men in their respective stations. The latter factory is already feeling the effects of the voyage taken by Don Pepin Rodriguez, who is sending in large orders for fine sizes principally. This factory lately moved to 129 Virtudes street, now occupying the site of the old "Comercial."

Behrens & Co. moved July 31st to their new quarters, 91 Consulado street, the old Espanola Building, where they are now comfortably installed. The Sol and Luis Marx brands are steadily forging ahead under the able and prudent management of Don Carlos Behrens and Don Enrique Faedo. The Eden factory is on the point of joining the league of independent manufacturers. Ramon Allines, Cruz Roja and Marques de Rabell are working actively; Don Enrique Dorado, of "El Rico Habano" fame, has no reason to complain, as orders are coming in quite lively from the United States and Canada. The brand Carlos Blasco is now being widely distributed in the city of Havana, the "Londres" size being a particular favorite with the smokers here.

The firm of Bonicke & Eigner, of Berlin, favoring or being affiliated with the Trust, can no longer handle any cigars from the independent factories here.

RECENT LARGE SALES.

Sales of importance in the Havana market were: Sobrinos de Antero Gonzalez, 1000 bales; Bruno Diaz & Co., 500 bales; Antonio Hernandez Rivero, 500 bales; Miguel Perez, 500 bales; Loeb Nunez Havana Co., 300 bales; Jorge y P. Castaneda, 30 bales; Jose F. Rocha, 250 bales.

P. F. Carcaba, of Garcia Vega & Carcaba, bought 600 bales of Vuelta Abajo.

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H. UPMANN & CO.

HAVANA, CUBA

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The Celebrated H. UPMANN Cigar Brand

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OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

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Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.

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Pure Habana Segars

THAT SELL

"At the Sign of the Bull Dog," New York.

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Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

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AND
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ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
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S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

E. A. KRAUSSMAN
Importer of HAVANA TOBACCO
170 Water Street, NEW YORK

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

JOSÉ MENENDEZ,
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Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270. Habana.
Cable: ZALEZGON.

Bridat, Mont'Ros y C@ *Mercaderes 35 Havana*
Exportors of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
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Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
☞SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.☜
P. O. Box 298. Cable Address, "Aixalaco."

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

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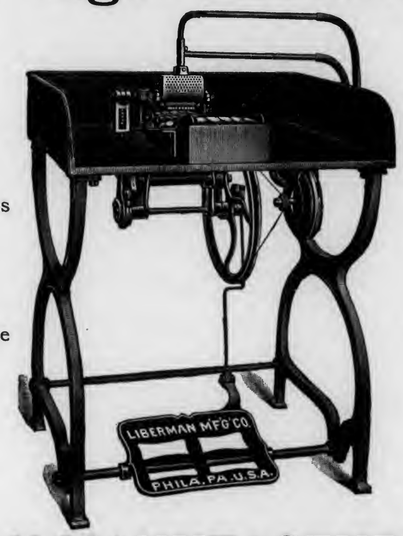

Brand Neat and Distinct
No Annoyance from Lampblack
Complete Set of Type With Each Machine
Intensity of Heat Regulated by an Ingenious Blast Device, Securing Very Legible Lettering on the Cigar

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223--5--7 South Fifth Street, PHILADELPHIA, PA.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
Vuelta Abajo, Partido & Remedios Tobacco
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

Alfredo Ettlinger, of E. Hoffman & Sons, has purchased in the country between 3000 and 4000 bales of Vuelta Abajo for their packing in Pinar del Rio, which are not figured in the sales reported weekly in the city of Havana.

Avelino Pazos, of A. Pazos & Co., has purchased about 1000 bales of Vuelta Abajo, mostly in the country. He has taken a new warehouse at 174 Neptuno street.

Simon Batt must have purchased fully 1000 bales of Vuelta Abajo and Partido for his famous "La Verdad" factory; that the Vegas were of the best goes without saying.

J. W. Merriam, of J. W. Merriam & Co., has acquired a large stock of the finest Vuelta Abajo leaf for his Roycroft Cigar Shop, at the sign of the famous Bulldog, in New York.

Muniz Hermanos & Co. continue buying as much as they can get in the country for their various escojidas, and they are selling in larger or smaller quantities, old and new leaf every week. During the past eight days they turned over only 150 bales of new Remedios.

Aixala & Co. are busy delivering tobacco purchased by their friends upon previous contracts, and after they had sold all of their Artemisa packings they were lucky enough to find some more "matules" to be used in a fresh escojida for those of their friends who have not come here yet.

Jose Menendez has just received a very fine lot of the Vuelta Abajo tierra llana, some 400 bales, which he only needs to show to find a buyer forthwith. He sold 100 bales of Vuelta Abajo Colas.

Leonard Friedman & Co. are busy in receiving and registering the fine lots of Vuelta Abajo coming in from their escojidas. They will have no trouble in selling the vegas as soon as they are a trifle more cured and buyers can see them.

H. Upmann & Co. purchased 300 bales of Remedios upon commission for one of their customers.

A. M. Calzada & Co. sold and shipped 200 bales old Remedios.

Garcia & Co. are very busy receiving, shipping and selling tobacco. Their store is always full of buyers.

Don Jose Mendelsohn, his son, and Don Marco Pollack, of Sutter Bros., Inc., are hustling as usual at this season of the year, laying in stock for their friends.

Receipts of Tobacco from the Country,

	Week Ending Aug. 1. Bales	Since Jan. 1. Bales
Vuelta Abajo	14,108	93,817
Semi Vuelta	476	2,826
Partido	2,693	25,885
S. Clara & Remedios	1,945	38,627
Santiago de Cuba	114	2,025
Matanzas	—	64
Total	19,336	163,244

Crops Near Lancaster.

Cool Nights Make Them Backward, But Better Weather Hoped For.

Lancaster, Pa., August 10, 1903.

There was a decided improvement in the leaf market last week, as compared with the preceding week. The indications are that by the time the fall season opens there will be a disposition on the part of the manufacturers and jobbers to buy up the 1901 goods with greater rapidity than heretofore.

The 1902 crop, being of exceptionally fine quality, has already been bought up very extensively by a few manufacturers and dealers. Only a small portion remains, in the hands of about one dozen local packers. The general opinion is that the goods will command increased prices when the fall trade is fairly under way. Quite a number of packers have sampled part of their packings, and express themselves as pleased with the comparatively small percentage of damage shown.

The nights have been too cool for two weeks past for the growing tobacco. Warmer nights are what are needed. Cool nights stunt the growth and make short, thick tobacco. The season is certain to be late, and a warm late fall will perhaps be advantageous. Topping has become common, and in a few places crops of early Havana have been harvested.

Oblinger Bros. continue busy on their well known brands. They are in want of cigarmakers on hand work.

Peter Dommel returned from a visit to the Fatherland on Wednesday, 5th inst.

L. P. Kinning, of Philadelphia, was the guest of J. F. Smith for a few days.

I. H. Weaver and family are spending some time in Canada, Thousand Islands and White Mountains.

W. R. Cooper and family are visiting in Buffalo.

Trade visitors in town last week were: From Boston, A. Martin, representing A. F. Rico & Co.; H. Gossman, representing F. Hirsch & Son. From Philadelphia, Chas. Cohen, representing Loeb, Swartz Tobacco Company; L. R. Eisenbrand, representing L. Bamberger & Company. From New York, Menko Rose, representing E. Rasenwald & Bro., New York.

Short Handed in York Co.

Work for Many More Cigarmakers Than Can Be Found.

York, Pa., August 10, 1903.

Last week was apparently an inactive one with the dealers here. One dealer in leaf, however, reported the sale of over one hundred cases to a Western customer.

During last week R. D. Zeck shipped over 60,000 pounds of tobacco from different sections of the county to Lancaster parties. These late purchasers represent generally blemished crops on which a high price was asked heretofore.

George W. Gable, at Windsor, has an augmented force of workmen engaged in

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of

Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.

READING, PA.

his factory producing cigars for increasing orders. To meet the demands of his trade lately several small outside factories have been started.

W. C. Smith, of Windsor, has numerous orders on hand, and is sorely in need of more help, a condition in which a great majority of manufacturers in this vicinity find themselves.

R. De Forrest, soliciting trade for Leonard L. Grotta, at Warehouse Point, Conn., made his first appearance in this section last week. He reports a fair share of business.

Reading Cigars for Miners.

Booming Business in the Coal Regions With an Advertising Wagon.

Reading, Pa., August 10, 1903.

J. L. Greene, of the firm of J. L. & M. F. Greene, leaf tobacco packers, this city, has returned from the West, where he had been spending the past few months. The firm packed over 1000 cases of Wisconsin tobacco of last year's growth and expects to pack still more this season.

The cigar factory of the late A. M. Krug, at 10 North Ninth street, has been reopened by his son, Leo I. Krug, who has filed the necessary bond with Deputy Collector of Internal Revenue Cranston.

Daniel Fleck, of the Fleck Cigar Company, leaves next week with his new advertising wagon on an extended trip through the coal regions, going as far as Wilkesbarre. He will drive the entire distance. Charles Fleck, of the Fleck Cigar Company, is with his family, spending ten days at the seashore. Last week R. H. Emerson, of Minot, North Dakota, one of Mr. Fleck's largest jobbers, was here and was entertained by the firm.

Deputy Stamp Clerk James L. Trexler reports internal revenue receipts for July as follows: Cigars, $38,183.61; tobacco, $1347.00.

Commencing last week, Internal Revenue Collector Fred W. Cranston included in his district all of Berks County. The new territory attached to Mr. Cranston's district includes the Birdsboro, Bechtelsville, Boyertown, Amity, Caernarvon, Colebrookdale, Douglass, District, Earl, Hereford, Oley, Pike, Robeson, Union and Washington. This territory was formerly in the Montgomery County division. About 50 cigar factories are added to Mr. Cranston's district, making the total 250. The Lehigh County cigar men and brewers will continue to buy their revenue stamps at the Reading office.

Daniel H. Trumbore, who recently took possession of the cigar factory of A. S. Hartman, has placed a new brand on the market in 5 and 10-cent sizes called "The Drummer's Choice," which is meeting with success. The label contains a handsome portrait of Dr. E. W. White, a representative of the Duffy Malt Whiskey firm, who lives in Reading.

P. H. Hildebrand added a few more cigarmakers to his force last week. An order of 35,000 Don Rex cigars was shipped to a New York party.

The cigar factory of James W. Sheridan & Co., which was removed here from Chicago some time ago, has about 70 hands at work. The firm does a large Western trade and has its distributing headquarters in Chicago. Charles Endy, a Reading man, is manager of the factory.

George H. Yocum, who represents Yocum Bros.' cigar factory in the West, with headquarters in Chicago, was in Reading last week.

The Heidel Tobacco Company is making large daily shipments of smoking and chewing tobaccos. Several hands have been added to the working force. The firm is now preparing to place new brands on the market early this fall.

IN MEMORIAM.

Louis Salinger departed this life July 30, 1903. For many years a cigar manufacturer and later a dealer in leaf tobacco, he became a member of the Cincinnati Seed Leaf Tobacco Board of Trade, and at the time of his death held the position of vice president.

That he was respected as an honorable merchant and a gentleman is attested by his election as a member and as an official.

Of an exceedingly modest disposition, yet when questions arose that were of vital interest to the trade, the members soon learned to appreciate Louis Salinger's intelligent and broad-minded views.

Suffering for a long time with an incurable ailment, he gave his full attention to his business, and was always even-tempered and non-complaining, heroic virtues indeed.

Upon the announcement of his demise the Board held a meeting at its rooms, when the following was adopted:

Whereas, the Supreme Author of all life has seen fit to take from his family and friends our fellow member, Mr. Louis Salinger, therefore, because of the high regard in which he was held, and to perpetuate his memory as an example to his fellow merchants, be it

Resolved, That we attend the funeral at the mortuary chapel, that a suitable floral emblem be sent to the family, and that a committee of two be appointed to prepare a memorial, to be spread on the minutes, a copy thereof to be transmitted to the family of the deceased and to the trade journals.

Committee:
JOHN OBERHELMAN.
JOHN STAUN.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

436 & 437 W. Grant St.

Lancaster, Pa.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

FOR SALE.—Fifty (50) J. R Williams Red Suction Tables, in good condition; will sell cheap. Address MACHINES, Box 62, care of The Tobacco World, Philadelphia 2-18

FOR EXCHANGE—Brand new Perfecto Scrap Bunching Machine, for good fire-proof safe. Address, A. B. C., Box 35, care of The Tobacco World. 7-22-4t

FOR SALE—Second hand cigar molds, presses and machinery. Large assortment. M. GOLDENBERG, 400 East 78th Street, New York 7-29-4

WANTED—Several hundred 4686 Molds. Must be in good condition. Address K, Box 34, care of The Tobacco World, Philadelphia. 8-12-1

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP

The Continental Tobacco Company has made an offer for 51 per cent. of the stock of the Cincinnati and Louisville tobacco warehouse interests. Some of the Cincinnati tobacco warehouse people are now in New York to confer with the officers of the Continental. Leading warehousemen from Louisville are arriving on the same mission.

Last week when the probabilities of the pending deal were inquired about in the Cincinnati tobacco market the answer was given that the negotiations would only go on to the extent of coming to an understanding about the quantity of material to be allotted to the various manufacturing districts. The truth came out on August 8 on the departure of the warehousemen for New York.

***

The pipemakers' strike has gone against the men, and now every large pipe manufacturing concern in the city, save only the Manhattan Briar Pipe Co., is a non-union shop. W. Demuth & Co.'s big shop on Long Island, the Kaufmann Bros. & Bondy plant and others that for years have employed union pipemakers are now in the non-union list.

***

Down in Cortlandt street they call it the $10 bill with a black eye, because it has a piece of black court plaster pasted over the number of the bill. All the same that particular piece of the "long green" is the means of selling many a General Howard and many a Bouquet de San Juan, which are respectively the 5 and 10 cent leaders at Jeffreys' cigar store at 81 on the thoroughfare named, because the man buying either a General Howard or a Bouquet de San Juan is entitled to guess at the number and the man guessing nearest gets the bill. One $10 bill, with its number similarly hidden is given away every month and the scheme is deservedly successful in attracting trade.

A like plan is followed at the cigar store of Edward Schlesinger at Broadway and 38th street. Here the brands which entitle the purchaser to a guess at the number of the bill are the Government and the Recorder.

The four brands above mentioned are manufactured by Max A. Kreielsheimer, of East 59th street, and he is the originator of this novel and attractive guessing contest.

***

Throughout the retail cigar trade there is a complaint of slack business "because everybody is away in the country." At the summer resorts cigar dealers are groaning "because the hotels are only half full."

Now what do you think of that?

***

John W. Merriam returned on August 4 from the visit he made to Key West with his associate in the management of the newly reorganized Ruy Lopez Ca., President John Wardlow, and brought back with him the news that the Ruy Lopez factory would be removed from 20 Fulton street, New York, to the old Seidenberg factory in Key West. Mr. Wardlow did not return to New York, but went from Key West to Havana for the purpose of laying in a stock of leaf for the factory.

The work of removal has already been begun and the Ruy Lopez Ca. expects to begin filling orders from its Key West factory by the first week in September.

It will doubtless look odd at first to see the Ruy Lopez boxes stamped with the number of a Florida internal revenue district, but presently lovers of this excellent brand will find to their gratification that their favorite brand is, if anything, better than it was when it bore the number of the Second New York district.

***

John Glaccum, of William Glaccum & Sons, has returned from his vacation and is preparing for his annual leaf buying visit to Havana.

***

S. Weiner, the well-known cigar manufacturer and retailer, has left for a month's vacation at Pine Hill in the Catskills.

***

F. C. Linde, Hamilton & Co., of 180 Pearl street, have issued a circular letter asking to be favored with orders to sample tobacco whenever it is ready for inspection. The firm's tag is the old original Linde Guaranteed Ticket.

***

M. Goldenberg, of 400 East 78th street, says that his business in molds, presses, cigar machinery, new and second hand, shows a steady increase from week to week. His advertisement in The Tobacco World, he says, has brought him considerable business from different sections of the country, and particularly from Pennsylvania.

PHILO S. BENNETT.

Tragic Death of the Head of a Leading Jobbing House in New York City.

Philo S. Bennett, senior member of the well-known grocery house of Bennett, Sloan & Co., was killed in a wagon accident in the Thunder Mountain district, in Idaho, on August 10. He was in the 63d year of his age. The firm's

PHILO S. BENNETT.

business was transferred from New Haven to New York about twenty years ago, but Mr. Bennett retained his citizenship in New Haven, where he was a member of the leading social club, the Quinnipiac, and served for a term as a member of the Board of Education. He was one of the warmest and most intimate personal friends of William Jennings Bryan. His only child, a daughter, died several years ago. Mrs. Bennett, the widow, is a resident of New Haven.

A man of more dignified and impressive presence than was Philo S. Bennett, and of such grace and charm of manner, is very rarely met. In business, as well as in private life, he won the highest respect and most sincere esteem of all who were privileged to meet him; and to be included among his friends was a distinction highly prized by all so favored. Probably nobody else in Philadelphia had known him so long and so well as had George H. Valentine, of A. S. Valentine & Son, a firm which has for years furnished a large proportion of the cigar output of Bennett, Sloan & Co., a leading cigar jobbing house of New York city, J. H. Mc Pike being manager of that department. A few weeks ago, while in conversation with the writer of this brief tribute, Mr. Valentine had occasion to speak of Mr. Bennett and was barely able to find words to express how great and sincere was his admiration for the gentleman whose death creates all the more sadness because of the tragic circumstances by which it was attended. The same difficulty in conveying an adequate conception of the high character and delightful social qualities of Mr. Bennett must be experienced by all, no matter how gifted with tongue or pen, who undertake to tell why he was so beloved in life and is so deeply mourned in death.

Among the out-of-town visitors to New York this week are: E. M. Elam, in charge of the distribution of the Continental cigar, of Chicago, and Mr. Sherwood, cigar department manager for the Walding, Kinnan & Marvin Co., of Toledo, O.

Eduardo Higginson, Peruvian Consul at Southampton, England, is making a praiseworthy effort to induce the press of the United States to aid him in populating Peru with the right kind of foreigners. In a circular letter to the editors of this country he reminds them that Peru has an area about six times that of Great Britain and Ireland, and three and a half times that of Germany. Accompanying the Consul's letter is the announcement that any American desiring to secure a map of Peru has merely to write for one to Consul Higginson, who will immediately supply the want.

Why is it, one is tempted to ask, apropos of the Peruvian Consul's circular, that the South American countries seem always so remote? Peru, like Chili, is a fine country, rich, beautiful and with a bracing climate, yet Persia seems nearer. Can it be that the South American republics are waiting to be discovered in the sense that Egypt was discovered by those who learned that Egyptian cigarettes were delightful things? Peru and Chili will be taken notice of by the United States just as soon as they become desirable customers of ours and not until then. Just now Peru could not do a wiser thing than to learn to smoke American cigars. There are lots of manufacturers right here in New York aching for a new market such as Peru might easily become.

This hint is well worth sleeping over, Mr. Higginson.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Importers of *New York* *Amsterdam.*
F. & E. Cranz, *Sumatra Tobacco,* *144 Maiden Lane.* *Grascati*

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

HAVANA TOBACCO COMPANY
TRADE MARK
111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Yncian	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguedad
La Flor de Naves	El Aguila de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murias
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estella	J. S. Murias y Co.
	H. de Cabanas y Carbajal.	

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK

I J SCHOENER. I M JACOBY.
I. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
109 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

LEOPOLD SCHMID FRANK LANGE
L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
EMOS SMITH

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. *NEW YORK.*

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of **Leaf Tobacco**
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF ***TOBACCO***
197 Water Street, New York

PHILADELPHIA

FREE SUMMER OUTINGS.

No more free Atlantic City trips are given by the management of the Moore Cigar Shops. The original intention was to give two each week during July and August, but the interest aroused was not sufficient to lead to so long a continuance. After the scheme had been tried a fortnight, notice was given that coupons would be good only two weeks more, but later the limit was set at three weeks. The last of the awards were made last Saturday, when the two winners in the contest held between 1,100 and 1,200 and between 900 and 1,000 coupons respectively. The former held the largest number of any winner in any of the weekly contests and was assisted in making his collection by fellow employes of the Pittsburgh Glass Co.

BUSINESS IMPROVING.

The strikes in the textile mill district are gradually coming to an end, one after another, and business there is improving with retail dealers generally. As a result, cigar manufacturing in the section of the city north of Spring Garden street is showing a renewal of activity. That territory is thoroughly covered by C. R. Jones, of the leaf house of C. D. Jones, and he reports business there better than before in several months.

DIRECT IMPORTATIONS.

Most of the Sumatra tobacco imported from Holland by Philadelphia concerns comes through the port of New York, but occasionally shipments come direct to this port from Amsterdam. The most recent of such shipments consisted of ten bales of D C M | Deli | S L I on the steamer Monomy and ten bales of Deli My | A | L I on the steamer Canadia both for L. Kruppenbach of Eleventh street and Columbia avenue and of eight bales of Langkat | S L I on the steamer Canadia for L. G. Haeussermann & Sons of 23 North Third street.

NEGLECT REMEDIED.

President Isadore Liberman, of the Liberman Mfg. Co., makers of cigar machinery, is having a pleasant trip abroad and is having much success in introduction of his suction and branding machines and other specialties. One matter which he inadvertently neglected in his preparations for departure he has now remedied, having written, from Berlin, to his manager, Dwight T. Griswold, asking to have The Tobacco World forwarded to him regularly. As a result Mr. Liberman will keep fully informed concerning American trade interests during his absence. The factory has continued a busy place ever since Mr. Liberman's departure, but has been so ably conducted by Mr. Griswold that all shipments have been made promptly.

FORMERLY OF CAIRO, EGYPT.

Many a tall oak has grown from a small acorn, but only after many years. Nearly all large business concerns have had very modest beginnings, and their growth has been slow even if steady. The business of Stephano Bros., at 904 Walnut street, however, has been an exception to this rule. Eight years ago the two members of the firm, Constantine and Sebastian Stephano, constituted the entire factory force and their sales were confined to Philadelphia. Now they have 150 employes and their brands of cigarettes, the chief of which is the Ramesis II., are known and sold over the entire country. Before beginning business here the Stephano Brothers manufactured cigarettes in Cairo, Egypt.

INTERNAL REVENUE RECEIPTS.

The receipts for stamps at the Philadelphia Internal Revenue office for the month of July were:

Cigars	at	$3 00	$154,232 40
"	"	54	3 78
Cigarettes	"	54	73 98
"	"	1 08	5,144 58
"	"	3 00	33 00
Snuff	"	06	17,175 00
Tobacco	"	06	8,791 39
Total			$185,454 13

FINED FOR SUNDAY SELLING.

With one exception, J. Toffler, who escaped with a $2.50 penalty, $6.50 had to be paid in all the Sunday cases before Magistrate South last week. The cases were against:

J. B. Bege, 4353 Main St., Manayunk
F. Bowen, 4143 Main St., Manayunk
M. Carey, 4461 Main St., Manayunk
J. W. Cunningham, 1545 S. 20th St.
H. Fetig, 3601 Ridge Ave.
D. Gordon, 1921 Reed St.
M. Heppe, 805 Girard Ave.
R. L. Hayes, Ridge Ave. and Master St.
Wm. Lowa, High Bridge Mansion, Ridge Ave. and Wissahickon Drive
A. H. Loner, Eighth and Walnut Sts.
J. Leetten, 4428 Baker St.
G. H. Meyers, 2028 Ridge Ave.
F. Posern, 2040 Ridge Ave.
W. F. Pfautz, 9th and Walnut Sts.
M. D. Rosenthal, 827 Chestnut St.
John Spies, 1844 Ridge Ave.
M. Schienfeld, 16th St. and Ridge Ave.
George Sturm, 8th St. and Columbia Ave
John G. Storrie, 1031 Girard Ave.
R. Stark, 735 S. 10th St.
P. Spagna, 735 S. Ninth St.
J. Toffler, 4234 Main St., Manayunk
C. G. Urban, 2008 Ridge Ave.
A. C. Valentine, 19th St. and Ridge Ave
B. Levy, 19th and Wilder Sts.
James E. Marsh, 5103 Ridge Ave.
James Princerall, Ridge Road and Wissahickon Drive.

MOSTLY PERSONAL.

There is a new cigar stand at Ninth and Walnut streets, and Harry Kline is the proprietor.

J. P. Wolf, Jr., of the Wolf Tobacco Co., of Dayton, Ohio, is in Philadelphia for a few days.

G. W. Newman, of Young & Newman, is expected back next Monday from Michigan where he is taking his summer outing.

John B. Creagh, of the Loeb-Creagh Havana Company, will sail for Cuba Thursday of this week on the steamer Vigilencia.

Manager McDonnell, of the Dalton Co. store at Thirteenth and Arch streets, is enjoying a yachting trip down the Chesapeake Bay.

J. Harvey McHenry, of Arthur Hagan & Co., is taking daily dips at Atlantic City and is finding much other pleasure there during his vacation.

Adolf Loeb, of K. Straus & Co., accompanied by Mrs. Loeb, are among the passengerson a steamer now ploughing its way across the Atlantic from Cherbourg.

Oscar Boehm, of Bremer Brothers & Boehm, is having a vacation at Betterton, Md. The condition of his eyes, which recently was very serious, is improving, as all of his many friends will be glad to hear.

On his arrival back from the lakes and forests and mountains of the Great North Woods of New York State, where he and his family spent the latter part of July and the early part of August, S. S. Swartz, of the Loeb-Swartz Tobacco Co., finds the business of the concern in a flourishing condition.

On the Von Moltke, which sailed from New York last Wednesday, Howard Bremer, of Lewis Bremer's Sons, started to join his wife, who has been touring Europe the past two months. They will return together in about six weeks. Theodore Bremer, of the same firm, and wife, are at Richfield Springs.

Two valuable men connected with the North Third street leaf trade are absent from their desks this week. Gabriel Lang, who usually exercises a fatherly care over affairs at B. Labe & Sons', and Alfred E. Hertzog, whose watchful eye is ever alert in the interest of F. Eckerson & Co., are away on their vacations.

Again the Theobald & Oppenheimer Co. has been obliged by its steady increase of trade to open a new factory, this time at Sumneytown, Montgomery Co., Pa. The factory will employ about one hundred hands and be devoted to the production of nickel goods. President Spotz seems to thrive physically with the business of the company of which he is the head; 1or, although the demands of business on him are constantly increasing, he is as full of energy and enthusiasm as ever.

PHILADELPHIA LEAF MARKET

Business continues without any marked changes excepting that as the supply of 1900 Pennsylvania Broad Leaf B's nears the point of being exhausted the demand grows greater and greater. Soon the best of this kind of leaf which will be available will be the 1901 crop, which, although inferior to that of 1890, will serve fairly well.

EXPORTS.

Liverpool.—12 cases plug tobacco.
Antwerp.—7 packages plug tobacco.
Hamburg.—25 cases plug tobacco.

NATIONAL TOBACCO ASSOCIATION.

At the third annual convention of the Tobacco Association of the United States, at Old Point Comfort, officers as follows were elected.

President, T. M. Carrington, Richmond, fourth term; vice president, W. L. Petty, Rocky Mount, N. C.; secretary-treasurer, Thomas Mason, Cincinnati, O.; members of the board of governors: M. H. Clarke, T. D. Luckett, Clarksville, Tenn.; C. D. Larus, W. C. Reid, S. M. Taylor, John C. Hagan, Richmond, Va.; A. B. Carrington, Danville, Va.; G. T. Patton, Darlington, S. C.; J. A. Clarke, Bedford City, Va.; Gen. Stith Bolling, Petersburg, Va.; W. T. Clarke, Wilson, N. C.; C. E. Kersey, Wilson, N. C.; B. P. Eggleston, Drake's Branch Va.

RECEIVERSHIP HEARING.

At this week's hearing, in Newark, N. J., on the question of appointment of a receiver for the Universal Tobacco Co., counsel for the petitioners alleged that President Butler of the Universal Company had deliberately falsified his accounts. He went on to declare that he had also sold 915 shares of stock to his brother at $3 per share when it was worth a much greater value. It was also asserted by Mr. Davies that President Butler caused the minutes of certain meetings of the officers to be changed to read as he desired they should.

The Court declared that the common stock had absolutely no standing or value, in his opinion. He said that it was almost entirely "pure water," and that the jump in capital stock from $100,000 to $10,000,000 was responsible for it.

AMERICAN EMPIRE

10 CENT

Jno. G. Shatz & Co.
MANUFACTURERS OF HAND MADE
Havana Cigars.
FACTORY No. 12
1ST DISTRICT, PA.
READING, PA.

EL VOLCANO

5 CENT

Smoke
FAUGH-A-BALLAGH
5c CIGAR
WRITE
GRANEY
Commercial Cigar Co.
476 North High Street,
COLUMBUS, OHIO.

Denver Union Cigar Factory
MANUFACTURERS OF
STRICTLY UNION-MADE
•CIGARS•
Correspondence with the Wholesale and Jobbing Trade Invited.
Denver, Pa.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor,
Barnesville, Ohio,
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

Booming Cremo and Two Orphans

It is said that the "missionaries" employed by the Continental Tobacco Company to boom the Cremo and Two Orphans brands of nickel cigars are now making a personal canvas among the farming sections of the West. They are reported to be making a direct appeal to farmers' wives, explaining to them the gift schemes of the big corporation. They are said to present a quantity of Cremo and Two Orphans bands to every woman they approach on the business that brings them to her door, and the lady is reciprocally expected to influence her lord and master to buy these cigars in order that her store of bands may grow to a size sufficient to be exchangeable for some coveted article of personal or household adornment which would otherwise be out of her reach.

—The Richards Tobacco Company, of Henderson, Ky., has filed suit asking appointmeut of a receiver. The indebtedness of the firm is placed at $110,000.

William C. Pieper, of Detroit, convicted of the larceny of thirty-five cigars from the American Cigar Co., was handed out a penalty of ninety days recently.

Trade-Mark Register.

CLOVE ROOM. 14,136.
For cigars, cigarettes, cheroots and stogies. Registered Aug. 4, 1903, at 9 a m, by Frank Jones, New York.

CRATER. 14,137.
For cigars. Registered August 5, 1903, at 2 p m, by H. Epstein, Philadelphia, Pa.

CUSTOM HOUSE CUBANAS. 14,138.
For cigars. Registered August 5, 1903, at 3 p m, by the Crown Eagle Cigar Co., Lititz, Pa.

KARO. 14,139.
For chewing and smoking tobacco. Registered August 5, 1903, at 3 p m, by J. Young, Philadelphia, Pa.

DAY AND NIGHT. 14,140.
For cigars. Registered Aug. 5, 1903, at 5 p m, by David Guttlieb, Philadelphia, Pa.

COUNTY CLUB. 14,141.
For cigars and tobacco. Registered Aug. 6, 1903, at 9 a m, by J. G. Shirk, Lancaster, Pa.

CARDINAL SARTO. 14,142.
For cigars and tobacco. Registered Aug. 6, 1903, at 9 a m, by J. G. Shirk, Lancaster, Pa.

MOGIE. 14,143.
For cigars. Registered Aug. 6, 1903, at 9 a m, by George A. Kegel, Lancaster, Pa.

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Ben Hur, Quaker City, Cico, El Jocko, San Marco, La Fantine, Pen Mar.

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Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in Leaf Tobacco
Lancaster, Pa.

J. W. BRENNEMAN,
Packer of and Dealer in Leaf Tobacco
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones— No. 931—A, Millersville. No. 1803, Lancaster.

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of High Grade Domestic
Cigars

Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 50,000 per Day. Prompt Shipments Guaranteed.

HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE •CIGAR WORKS
A. J. Seamon,
Maker, Moundsville, W. Va.
Jobbers, Write for Samples.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER. PA.

AMERICAN EMPIRE

10 CENT

Jno. F. Shatz & Co.
MANUFACTURERS OF HAND MADE
Havana Cigars
FACTORY No 12
1ST DISTRICT, PA.
READING, PA.

EL VOLCANO

5 CENT

Smoke
FAUGH-A-BALLAGH
5c CIGAR
WRITE
GRANEY
Commercial Cigar Co.
476 North High Street,
COLUMBUS, OHIO.

Denver Union Cigar Factory
MANUFACTURERS OF
STRICTLY UNION-MADE
•CIGARS•
Correspondence with the Wholesale and Jobbing Trade Invited.
Denver, Pa.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor.
Barnesville, Ohio,
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB
RUSTIC
BLUE POINTS
CRYSTAL
EUREKA
PRIVATE STOCK
TRIUMPH
OLD JUDGE
CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

Booming Cremo and Two Orphans

It is said that the "missionaries" employed by the Continental Tobacco Company to boom the Cremo and Two Orphans brands of nickel cigars are now making a personal canvas among the farming sections of the West. They are reported to be making a direct appeal to farmers' wives, explaining to them the gift schemes of the big corporation. They are said to present a quantity of Cremo and Two Orphans bands to every woman they approach on the business that brings them to her door, and the lady is reciprocally expected to influence her lord and master to buy these cigars in order that her store of bands may grow to a size sufficient to be exchangeable for some coveted article of personal or household adornment which would otherwise be out of her reach.

—The Richards Tobacco Company, of Henderson, Ky., has filed suit asking appointmeut of a receiver. The indebtedness of the firm is placed at $110,000.

William C. Pieper, of Detroit, convicted of the larceny of thirty-five cigars from the American Cigar Co., was handed out a penalty of ninety days recently.

Trade-Mark Register.

CLOVE ROOM. 14,136.
For cigars, cigarettes, cheroots and stogies. Registered Aug. 4, 1903, at 9 a m, by Frank Jones, New York.

CRATER. 14,137.
For cigars. Registered August 5, 1903, at 2 p m, by H. Epstein, Philadelphia, Pa.

CUSTOM HOUSE CUBANAS. 14,138.
For cigars. Registered August 5, 1903, at 3 p m, by the Crown Eagle Cigar Co., Lititz, Pa.

KARO. 14,139.
For chewing and smoking tobacco. Registered August 5, 1903, at 3 p m, by J. Young, Philadelphia, Pa.

DAY AND NIGHT. 14,140.
For cigars. Registered Aug. 5, 1903, at 5 p m, by David Guttlieb, Philadelphia, Pa.

COUNTY CLUB. 14,141.
For cigars and tobacco. Registered Aug. 6, 1903, at 9 a m, by J. G. Shirk, Lancaster, Pa.

CARDINAL SARTO. 14,142.
For cigars and tobacco. Registered Aug. 6, 1903, at 9 a m, by J. G. Shirk, Lancaster, Pa.

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INTENTIONAL SECOND EXPOSURE

IRREGULAR PAGINATION

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

R. E. JACOBY

Wholesale Manufacturer of

High Grade Seed and Havana **Cigars**

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of **UNION-MADE CIGARS**

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. AKRON, PA.

J. E. SHERTS & CO.

Manufacturers of

High-Grade Seed and Havana **CIGARS**

Lancaster, Pa.

E. E. Weaver

Manufacturer of Fine Cigars

TERRE HILL, PA.

Orders from the Jobbing Trade Solicited. Shipping Station, East Earl.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic **Cigars**

Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,

East Petersburg, Pa.

We Employ No Salesmen

All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.

WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

IMPORTANT NOTICE

A recent threatening circular sent out to the cigarmakers of the country by the Miller, DuBrul & Peters Manufacturing Co. is a remarkable document.

A **Valid** patent secures an inventor a **Monopoly** for seventeen years. For that time a valid patent is better than a **Trust**, because it is lawful.

The gentlemen composing said company claim in their circular that, beginning 30 years ago, they have taken out 149 patents, but they don't state how many of the 149 are now alive. A patent issued 30 years ago has been dead for **13** years.

We made the same style of mold ten years ago that we are making to-day. Why do they resort to **Law Suits** at this late day? The answer is easy—Simply because their patents are no longer a protection! Congress gives an inventor **A Monopoly for Seventeen Years,** but only in return for his promise to let the public have free use of his invention at the end of that time. The Miller, DuBrul & Peters Manufacturing Co. has no live, valid patent to-day, and it does not want to keep its promises made to the people through Congress over 17 years ago. **It has no lawful Monopoly and so it is now hungry to be a Trust.**

After a "live and let live" career of thirty years, **it now proposes to kill off competition by using the courts as a club.** It wants to use **Injunctions** and in this way gain the power of a **Trust.** The cigarmakers know the class of people who **Resort to Injunctions.**

The Trust will push the price way up and force you to pay it. No injunctions will be issued against us. **We have made the Best Cigar Mold on the market for years, have infringed no patent, and won't be bluffed out of business. We are in business to stay and will fight any suit brought against us, and we will protect all users of our Molds.** We have employed the best legal talent to protect us and to save the public from the forming of this Trust, and we propose to see that Messrs. Miller, DuBrul & Peters keep the promises they made to the people at the time their patents were granted.

To our customers we say: Stand pat. Don't worry. Send all threatening notices you receive to us, and we will put them to good use.

The STERNBERG M'F'G CO., 1702-12 W. Locust St., Davenport, Ia., U.S.A.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Tarita, Good Form, Zago, Good Call, Generous Santa, Forerunner, Gayhart's Quality, Don Gudo, Wellington Brand, Bangora, Sir Edward, Famous John, Bow Bow Man, Floradale, Ebony King, Viometa, Nervana, Shady Beauties, Elderone, Wawbeek, Utowana, Gilley Boy, La Cuban Supremacy, The College Yard Blend, Rock Island System, Boston Mutual, Pony Whips, Pilsen Beauty, Golden Pig, Senrab, Ontelaunee, Dollade, Pink Box Stogies, La Ciudad, 1907, Tommy Slick, Prince of Ireland, Eastern States, Central States, Lake States, Gulf States, Pacific States, Middle States, Puffaring, Little Seventeen, Right and True, Kenmar, La Perservero, Duss, Gold Fish, Union Knights, Mastership, Senator Penrose, Caldwell's Pride, Harvest Time, King Milan, Andre Massena, Little Conductor, Lord MacDonald, Lord MacPherson, MasA. B., Nach, Heelahdee, Hahnheimer, Dixie Dell, Two Stars, My Jewels, C. I. U., Seven Kings, Caswell Club, La Primrose de Cuba, De Lamark, Crex, Kitty Nice, Jed Clayton.

Experiments in Wisconsin

Tobacco Successfully Grown Within Twenty Miles of Milwaukee.

Milwaukee Office of the Tobacco World.
No. 19 Miller Block.

Milwaukee, Wis., Aug. 10, 1903.

Both wholesale and retail tobacco trade were very light in Milwaukee the first week in August, and trade is not expected to liven up before September 1. Traveling salesmen for the majority of the leaf houses of the city are home from their trips, or are taking vacations at some of the nearby lake resorts. Heads of the houses are making ready for their Eastern buying trip in September. Retail men on the principal thoroughfares are helping along sales by bargain notices. All cigar manufacturers continue to keep full forces employed, but the bulk of the manufactured goods go to country points.

That tobacco can be grown successfully along the Eastern part of Wisconsin, near Lake Michigan, has been demonstrated successfully by George J. Schuster, the Milwaukee leaf dealer, who has ten acres in cultivation at his summer home and experimental farm at Mukwonago, twenty miles west of Milwaukee. Although this field is some fifty miles east of the tobacco growing districts of the State, Mr. Schuster's crop is heading finely. So much faith has he in his experiment, that he has already begun the construction of a large tobacco shed. He expects to double his acreage next year.

A. C. Kurz, of the Kurz Leaf Tobacco Company, is absent from the city on a three-weeks' business trip through Minnesota and Iowa. He writes that sales are unusually good, and that collections could not be better. He is expected home August 15.

At the leaf packing plant of Reichert & La Boule it was said that all of the firm's traveling salesmen were enjoying a rest, preparatory to a hard fall and winter campaign. Most of the salesmen are enjoying an outing at Pewaukee Lake. Collections are good.

The bonded warehouse of the Government in the post office building is to be greatly enlarged, much to the gratification of the leaf tobacco men of the city, who some months ago seriously contemplated erecting a bonded warehouse of their own. Special arrangements are to be made so as to give the proper temperature.

Sam Kind & Brother, the Grand avenue retailers, have leased half of their large store to a firm controlling the State rights for a penny-in-the-slot photograph machine. The front of the store is to be remodeled. The new move is expected to increase the business of the cigar stand.

Leo Abraham is this week featuring his "Specials" at both his Wisconsin street stores. He is also making a window display of the "Little Loveras," manufactured by Jose Loveras, of Tampa, Fla.

The Hotel Pfister stand has enjoyed an enormous business during the week on account of the Wisconsin Bankers' convention. High-priced cigars have naturally been supplied.

Leo Grassinger, of the Metropolitan Pipe Company, was in the city on Tuesday. Moses Grenebaum, of Celero & Co., New York, was another caller on the trade. A. Kimmelstehl, Western manager of the sales department of the American Cigar Company, is in the city for a few days. A. Ehrlich, of Ehrlich & Kopf, visited Milwaukee during the week.

NORTHWEST NOTES.

Southern Wisconsin was again visited by a heavy rain and wind storm on Thursday morning, and from Janesville comes the report that much tobacco in that vicinity was greatly damaged. Many farmers report that the plants were laid down flat to the ground and many leaves badly broken. A number of tobacco sheds were blown down.

N. P. Strause, of the American Cigar Company, closed on Wednesday night a deal with the City Council of Brodhead, Wis., for the erection of an assorting plant in that city. The company has been given a clear deed to property on the line of the Milwaukee road, and will erect a frame and brick building 250 by 45 feet. It is said that the company intends to erect another large building.

In two weeks the Carpenter-Cook Cigar Company, of Menominee, Upper Mich., will place upon the market two new brands of cigars, which are to be advertised extensively through the two States. They will bear the names, "C. C. C." and "Shield."

Harry Buntmann, of Menominee, Upper Mich., will shortly open a large re-

---

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of *Nashville, Pa.*

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

THOUSANDS ARE COMING TO INVEST

TEXAS TOBACCO TRACTS FOR SALE CHEAP

U. S. Government official tests prove that the finest grade of **CUBAN LEAF** Can be grown in East Texas on line of the SOUTHERN PACIFIC R. R.

Why don't you write for Information to
T. J. ANDERSON, G. P. A., Houston, Texas.

A sure cure for Dry Cigars and Tobacco.

A cure for foul, slimy, Sponge, Cotton and Felt.

The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.

Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock. No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities. No. 3 for tobacco pails. No. 4, Pans 14x12x2½ to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 14x7x2½ for each wall case shelf; 36x18x40 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.

O. R. RICE & CO., 103 East 14th Street, NEW YORK.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office. 573 Bourse Bldg.
H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue.
E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON,
Factory Representative for Penna.
1133 Ridge Avenue, Phila.

Busted
The insane idea that no one but the Trust can manufacture tobacco, or that nothing else will sell. Our goods are right, and the man behind the counter can sell them against all others.
Wake Up from Your Lethargy
with a smile; you are not dead, only the Trust squeezed you rather hard.
It Will Revive You if You Sell Our Union-Made Goods.
TAYLOR BROS. TOBACCO CO.
INDEPENDENT TOBACCO MAKERS
Reading, Pa.
5 UNION FACTORY

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

tail and wholesale cigar and tobacco store on Main street, in that city.

"Tobacco raisers," says a Viroqua newspaper, "should lay in their supply of lath early this season, as in all probability the demand will be far in excess of former years, and this territory may experience another lath famine during harvest, as it did last year. Viroqua statisticians estimate that fully $15,000 worth of tobacco was frozen in the field last year because farmers could not get lath."

G. A. R. Men in Frisco.

Old Soldiers to Convert Many Cigars into "Old Sojers."

Bureau of The Tobacco World,
230 California St.

San Francisco, August 6, 1903.

The tobacco business is in a very healthy condition in and about San Francisco. Although this does not mean that there is any unusual activity in the market, but that trade, considered from an all-around standpoint, is quite up to the average mark. Week after next will occur the national encampment of the Grand Army of the Republic, during which some fifty or sixty thousand visitors will journey to San Francisco from all parts of the United States. This will have a direct bearing, to a great extent, on the tobacco interests, and the retailers expect to profit to a considerable extent. The leaf market is rather quiet, there being no large deals on, nor anything of especial moment. The leaf dealers report the regular summer lull, but the market maintains a firm tendency.

Herman Heyeman will return in a couple of days from New York, where he has been visiting the main office of the American Tobacco Company.

The new cigar factory opened by John Schottm at Oxnard, Cal., is placing a new cigar among the dealers, which is called the "Oxnard Favorite."

W. E. Gross, the cigar merchant, of Stockton, Cal., has returned from his summer outing spent among the various resorts in the Southern part of the State.

The cigar stand at Point Richmond, Cal., formerly conducted by Mr. King, is being remodeled and refitted. The stand, when completed, will be conducted by Jack Curtis.

William Giffin, of Gross Valley, Cal., the well known manufacturer of the "Woodpecker" cigar, has left for a vacation to be spent at the Lakes, accompanied by his wife. Mr. Griffin has made arrangements to be away for several days.

Further particulars are at hand concerning the loss at the cigar factory and tobacco store of Webster & Zimmerman, on Ninth street, Riverside, Cal., which was destroyed by fire on the night of July 21. Mr. Zimmerman reports, after taking an inventory, that his entire stock, valued at $2000, was practically ruined by fire, smoke and water. He had four bales of fine cigar stock on hand, one bale of this being destroyed by fire and the other three by smoke and water. The stock was insured to the amount of $1000. A. A. Webster, of the firm, was visiting in Santa Barbara at the time of the fire, but returned immediately.

The El Tropico cigar factory, at Bisbee, Ariz., has changed hands, C. D. Messer having bought out the interests of M. B. Johnson and Mrs. H. Sarrisin. Harry Sarrison will remain as foreman of the factory, and Mr. Messner will manage the affairs of the concern and act as salesman.

Advices from Manila, P. I., states that a general strike has been declared among the male and female cigarmakers employed at the Lo Alhambra Cigar Factory in Manila. The strikers, some two hundred in number, demanded that they be paid $0.50 per 1000 for the "High Life" brand of cigars, or an increase of $1 per 1000 on the rate hitherto paid.

TOBACCO BARN BURNED.

The barn, tobacco barn and other outbuildings on the farm of Amos H. Groff, of East Lampeter township, Lancaster county, Pa., were burned on August 10. Loss, $3,000. A tramp is thought to have started the fire.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

The tobacco editor is sometimes troubled to determine what opinion to form relative to prospective quality and yields. One very reliable and experienced grower writes: "The early set tobacco is an utter failure and gone to the dogs, while another gives about the same opinion. On the other hand we are informed that the crop is doing finely, and that harvesting has commenced and the crop is a fine one. So it goes, one has suffered some loss, while the other has a fairly good crop."

The writer's opinion is that we shall have a loss of from ten to twelve per cent. from our normal yield, after throwing out the hail cut. Many fields have had small portions under water, and the plants were drowned out, causing loss all through the valley. So the loss is very considerable. The outlook now is that the late set leaf will be the best. We are all very anxious to have good warm days and nights to secure the desired result. For quite a while the nights are so cool that the fire seems needful for our comfort in the morning, the thermometer indicating 48°.

Nearly or quite one-half of the 1902 crop is in the hands of the manufacturers of cigars, and the outlook for this year's crop so far isn't the most cheerful. The downpour of hail and rain July 21 caused great damage to the crop throughout the valley. Rain fell to the depth of over three inches, just at the time the crop was recovering from the previous heavy rains, causing many plants to bud out a foot or so from the ground. The result is that very many plants are nearly ruined.

Our correspondents write:

Hadley: "We had a very heavy thunder shower Wednesday evening, causing much damage. For two hours the rain fell in torrents and the lightning flashed with great vivikness. Much of the open-grown tobacco was laid flat by the wind, but has straightened up, without much

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PENNA. LEAF TOBACCO

Hellam, Pa.

damage. The crop is rather uneven. Some plants seem determined not to grow. With good, warm tobacco weather for the next six weeks and no damage from storms the crop of open tobacco in this vicinity will average up well."

Hatfield: "Charles L. Warner began harvesting his tobacco July 27. Jacob Carl and a few others will begin Monday. The crop has made rapid growth for the past few weeks and bids fair to be a good yield. Rain and wind have done great damage to the cloth covering on the shade-grown tobacco, and farmers are busy renewing the same."

Northampton: "I rode out to the west part of the town to look over the tobacco crop. At farms of D. A. Ross and Mr. Bottom I found the crops rather late, but with sound and thrifty looking plants, but I think not so large as last year. There are but very few bundle plants in the field, practically none. The crop in the east part of the town is not satisfactory; it resembles the crop of '93, buds out too low. The leaves are sound and whole, but need good, warm weather to develop it. I am not a believer in shade-grown tobacco, and I think the fad will soon die out, as it did on 'spotted tobacco' a few years ago. At the same time, I hope it will be a success, for the price and market will be just as good, and it will serve to keep the money paid for Sumatra at home, and thus help our own country. Our present crop in the field is far from being what we would like to see it. I recently heard a grower of 20 acres of tobacco in Hatfield offer his growing crop for the cost of the fertilizers, and also to furnish barns to hang it in to cure free. Our labor is not the best, but the price is high enough for the very best. Instead of the heavy rain of July 21 we needed dry and warm days and nights."

Whately: "I have to report the sale of 109 cases of 1902 tobacco by L. F. Graves, which belonged to growers in Whately, Conway and Deerfield, at 18c, a few cases at 14c."

Westfield: "We have many fields of tobacco that are growing well and are thrifty and yet the season isn't satisfactory. The nights are cool; we are anxious to have some warm days and nights to properly develop the leaf. Some nights the thermometer goes down into the forties. If August should give us warm nights, the crop would improve wonderfully."

Greenfield: "Tobacco in this vicinity

Phones: { Keystone, 65-64A Main Bell, 62-39A

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is much in need of warm days and nights. The crop is budding out pretty low, and to properly develop it, warm days and nights are needed. The leaf is sound but lacks size, but with the thermometer down in the forties at night growth is slow."—American Cultivator.

BALDWINSVILLE, N. Y.

The local market remains quiet. E. C. Munroe is reported as having bought a few cases recently at prices ranging from 2c to 10c. No other buyers are in the field. The outlook now for a favorable crop this year is good, the last week having made great improvement in the appearance of the growing crop.—Gazette.

EDGERTON, WIS.

A more quiet week in this tobacco market has not presented itself for some time than the present. One or two buyers have been riding several days in search of old goods, but no purchases have been made. In a few instances offers have been made for the earlier crops which are about ready to shed, but farmers seem not disposed to sell at this time.

A violent wind and rain storm passed over this section early Wednesday morning, but the prevailing opinion is that but little damage was done to the growing crops more than to "goose-neck" the exposed fields that were in the advanced stage. There are reports of a light fall of hail in the town of Emerald Grove but how much damage was done we are unable to learn.

Shipments, 206 cases.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in July were	817	Hhds.
Sales " " "	2,258	"
Shipments in " "	3,052	"
Total stocks Aug. 1, "	7,680	"

Buyers' stocks, 1,275 hhds; Sellers' stocks 6,405 hhds.

Our receipts this week were 35 hhds.; Offerings on the breaks 213 hhds.; public and private sales 176 hhds.

The Leaf breaks ran low in grade, with a proportion of funked and over steamed tobaccos.

The market was dull and low leaf irregularly ¼ lower. Lugs have a tendency downwards though but a small quantity remain in the stocks.

The reports from the crop in the field so far continue favorable.

QUOTATIONS:

Low Lugs	$4.00	to	$4.50
Common Lugs	4.50	to	5.00
Medium Lugs	5.25	to	5.50
Good Lugs	5.75	to	6.00
Low Leaf	5.25	to	6.25
Common Leaf	6.50	to	7.00
Medium Leaf	7.25	to	8.50
Good Leaf	9.00	to	10.00
Fine Leaf	10.50	to	12.50

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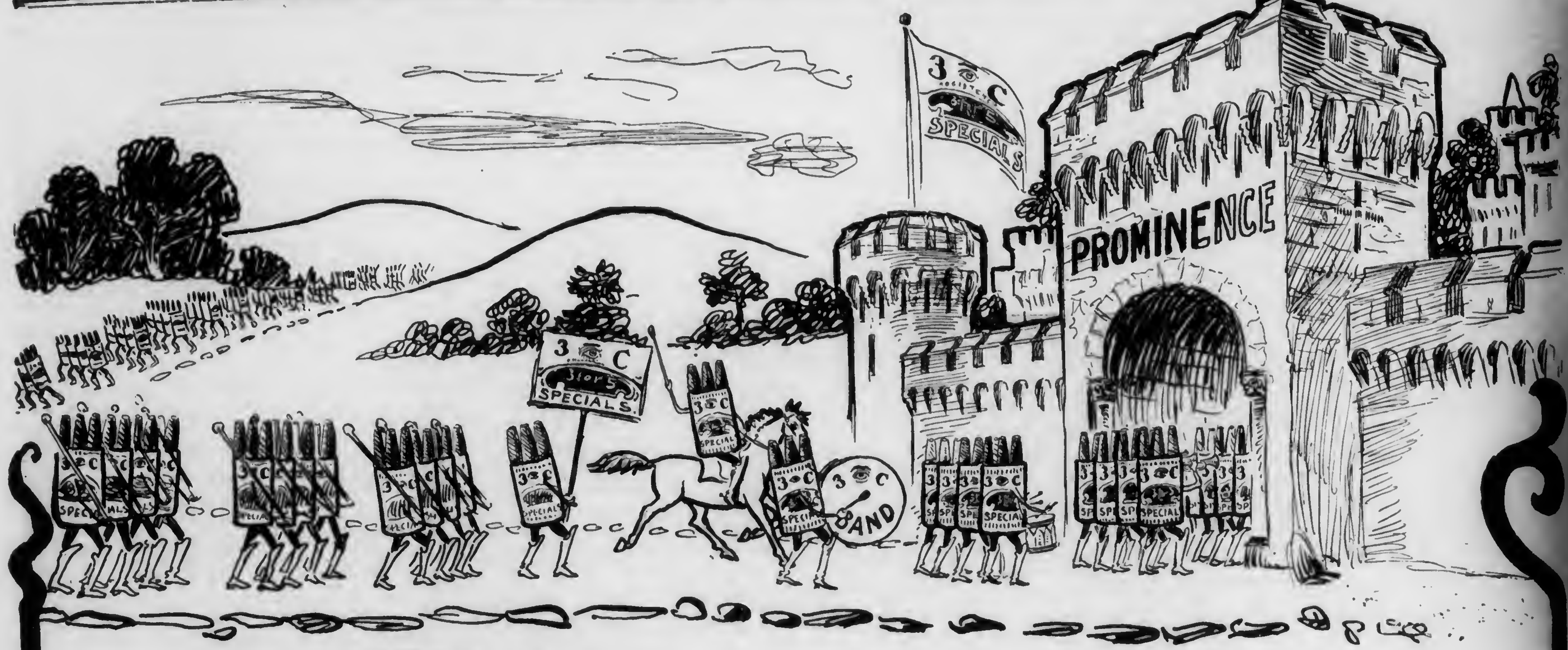

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UNION PLANTER 5-cent Cigar is Our Leader.

Business Changes, Fires, Etc.

California.

Los Angeles.—W. J. Zink, cigars, sold to D. L. Allen.

Riverside.—Webster & Zimmerman, cigars, burned out. Insured $1,000.

Connecticut.

Madison.—Jas. B. Pickett, tobacco, etc., closed by attachment.

Georgia.

Atlanta.—Geo. Brown, cigars, tobacco, etc., bill of sale, $1,500.

Illinois.

Chicago.—C. Ottman, cigars and to bacco, bill of sale, $1,200.

Dixon.—John C. Remington, tobacco, succeeded by Milton Bryon.

Indiana.

Garrett.—N. D. Baum, cigars, etc., sold out.

Kentucky.

Louisville.—John Sauer & Co., leaf tobacco, discontinued.

Massachusetts.

Boston.—Deihl Bros., cigars and tobacco, assigned.

Michigan.

Flint.—Melvin C. Bowman, cigar manufacturer, petition in bankruptcy.

New York.

Albany.—M. F. Cox, of Huth & Cox, cigar manufacturers, dead.

New York City.—Thomas A. Patterson, President of the Standard Turkish Tobacco Co., cigarette manufacturers, dead. ——Nina Weiss, retail cigars, sold out at auction.

Ohio.

Greenville.—McCabe & Haines, cigar manufacturers, succeeded by E. J. Haines.

Lima.—Deisel-Wemmer Co., (not inc.) manufacturers and wholesale cigars, will be succeeded by a corporation.

Pennsylvania.

Harrisburg.—Smith & Keffer, wholesale leaf and manufacturers of tobacco, satisfied mortgage, $8,000.

Utah.

Salt Lake City.—Havana Cigar Co., sold out to Wallace & Co.

Virginia.

Winchester.—Cuba Rica Tobacco Co., assigned.

Wisconsin.

Beloit.—Chas. Oliver, cigar manufacturer, real estate mortgage, $5,500.

Janesville.—A. L. McIntosh, leaf tobacco, warranty deed, $200.

PATENTS RELATING to TOBACCO, Etc.

735,333 Cigar piercing device; Wm. J. Bailey, Newark, N. J.

735,648 Device for dampening cigar boxes; George D. Woodworth, assignor of one-half to L. Lewisheim, New York.

36,478 Design, Match safe; Benjamin M. Ward, Mattoon, Ill.

Scanning His Motive.

"You can't be dead sure that a young man is saving to get married just because he stops smoking cigars and begins to smoke a pipe."—Boston Globe.

"No. He may be smoking the pipe to get even with the neighbors."—Cleveland Plaindealer.

Perhaps it's because he has discovered where the old gentleman keeps his jar of special mixture.

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Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

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$142,500

Will be Made in December, 1903, Based on the Month of NOVEMBER, 1903, to Smokers of

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"GEO. W. CHILDS"
"JACKSON SQUARE"
"PREMIOS"
"EXPORTS"
"LA BELLE CREOLE" (10c)

"FONTELLA"
"RENOWN"
"SALVA FUMA"
"SANTA BANA"
"PEOLA"
"SMOKETTES"
"COLUMBIA" (10c)
"DOWLEDO"

"WEGO"
"NERVE"
"STAR"
"LILLIAN RUSSELL"
"TURCO"
"VELVET"
"CONTINENTAL" (10)
"DETROIT FREE PRESS"

"SIONA"
"SPANIOLA"
"TWO ORPHANS" (2 for 5c)
"BENEFACTOR"
"FLORODORA" (3 for 10c)
"FLORODORA OPERAS" (5 for 10c)
"PIONEER"

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?

(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3.00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000 00 in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000.00 "
To the	5 persons whose estimates are next closest	($1,000.00 each)	5,000 00 "
To the	10 persons whose estimates are next closest	($500 00 each)	5,000.00 "
To the	20 persons whose estimates are next closest	($250.00 each)	5,000 00 "
To the	25 persons whose estimates are next closest	($100.00 each)	2,500 00 "
To the	50 persons whose estimates are next closest	($50.00 each)	2,500 00 "
To the	100 persons whose estimates are next closest	($25.00 each)	2,500.00 "
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000.00 "
To the	3,000 persons whose estimates are next closest	($5 00 each)	15,000 00 "
To the	30,000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2.50 per box)		75,000.00
	35,213		
	35,213 persons		***$142,500.00***

Every 100 bands from above named cigars will entitle you to four estimates.

[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445,795,483	August	483,551,833	485,441,753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800,523	575,804,470
April	427,952,358	481,870,212	516,835,163	October	532,205,063	574,551,047	628,881,303
May	456,509,855	553,187,580	523,035,907	**NOV.**	**508,258,250**	**529,308,500**	**562,444,393**
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.

Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after December 1st, 1903, as the fignres are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands. Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue.

Handsomely illustrated 80-page catalogue (page size 7 in. x 10 in.) showing all the Presents exactly as they are, and with beautiful embossed cover lithographed in ten colors and gold, will be mailed to any address upon receipt of ten cents, or ten tags, or twenty cigar bands.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
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LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
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Manufacturer of **High-Grade Turkish & Egyptian Cigarettes.**
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Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
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Sample Free The Most Popular Flavors Since 1855.
Please write for them
Guaranteed to be the Strongest, Cheapest, and Best

FOR SALE BY ALL DEALERS

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PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect **PROTECTION** against **MOISTURE, HEAT** and **BREAKAGE.**
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The Best Possible Goods for the Least Possible Money.

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222 PEARL STREET, NEW YORK.

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GIVE THE BABY A NAME.

Register Your New Brands
WITH
The Tobacco World
Where they Will be Seen by the Entire Trade.

The fee for registering is $1.00 for each trade mark. The usual charge of 25 cents will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations, in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

What Killed Billy Pattison?

RECENTLY there went the rounds of the newspapers of the country a paragraph to the effect that William G. Pattison, of Kalamazoo, Mich., had died when nearly ninety as a result of excessive smoking. Many more or less amusing comments were printed in connection with the news matter, and some of them are here reproduced:

Smokers are earnestly endeavoring to ascertain the brand of cigars that William G. Pattison, of Kalamazoo, Mich., used so freely that they caused his death at the age of 89 years.—Utica Press.

The late William G. Pattison, of Kalamazoo, doubtless deserved the smoker's champion belt. He died at the age of eighty-eight "from excessive use of tobacco." According to the man who sold his cigars, in the last twelve years he has smoked 48,000 "ten-centers." Before that he used to smoke even more, so that it is a conservative estimate that from sixty-eight to eighty-eight he smoked 100,000 cigars. The total amount of tobacco consumed by him during his life is beyond computation. He died of tobacco heart—a striking illustration of the evils of the weed. Had he not smoked he might have lived to be a hundred or might have died in his youth.—N. Y. Commercial Advertiser.

Several object lessons of use to Miss Lucy Page Gaston have been brought to public notice within the past month, and to these have been added the lamentable case of William Pattison, of Kalamazoo, who has just "passed away in his eighty-ninth year from the excessive use of tobacco." It is asserted that this indiscreet gentleman smoked no less than twelve cigars a day for the last dozen years of his life, and that in his youth he was a more inveterate smoker. Had William yielded to the dictates of prudence he might have lived to a ripe old age, but his appetite was too strong and he has fallen a victim to it. While there were no flies, or moths, or rosebugs on William while he lived, thanks to the few virtues of tobacco, it is grievous to think of the long years of usefulness he might have yet enjoyed had he not fallen a slave to a noxious habit. We commend this little story with that of the old philosopher who admitted that coffee was a slow poison, for he had been drinking it for seventy years.—Chicago Post.

He was the "record" smoker. He seems to have set to work deliberately to distance all competitors on the ashes track. In twelve years he smoked 48,000 10-cent cigars. In twenty years he smoked more than a 100,000 10-cent cigars. This loss of $10,000 may not have distressed him. He could afford it. Only his heirs and high moral political economy will regret it. The money was nothing or little; but now he has lost his life. The weeds have slain him in the flower of his days.

Seldom has there been a more pitiful case of man's inhumanity to himself. Goethe is said to have drunk 20,000 bottles of wine; and Goethe was cut off in his 83d year. Pattison smoked 100,000 cigars in twenty years, and perished prematurely at 89.

Despite this new and terrible proof of the deadly power of tobacco, a stogie trust has just been formed. Can nothing bring smokers to a realizing sense of their suicidal habits?—New York Sun.

Mr. Pattison might have felt like, which is the same as living, 200 instead of 90, when he died, if he hadn't smoked.

Smoking is an "awful thing." I quote a witness who knows. It is a young man who called on me not long ago. He was between five and six years old, and when I offered him a cigar he made the astounding statement that he had never in all his life used tobacco. He then kindly explained to me that tobacco was a weed, that in using it we were copying savages, and that altogether smoking was an awful thing, and that besides you might burn your fingers with the matches. He knew that these things were so because he had heard his "Muver" tell his "Farver." Then he gazed fixedly at a bottle of ink on the mantel and asked me if I "drinked."

This incident should teach the class that they should be careful of the example they set to youth. If you smoke be moderate in your smoking. Ten cigars a day are enough for any man. Of course, a few pipes and cigarettes thrown in would not count; but of cigars ten during the day ought to satisfy you. This would only be 3,650 a year, or 73,000 in twenty years, or 27,000 less than Mr. Pattison smoked, showing in figures the difference between moderation and excess.

But even smoking in moderation invariably leads to death. Always remember this, my dear pupils. You may ward the reaper off for ninety or one hundred years, or in extreme cases for 120 years, but the deadly tobacco will get you finally. There is no necessity to rest this proposition on Mr. Pattison's sad case. All history teaches us the same truth. Sir Walter Raleigh introduced tobacco to England, and I defy you not to admit that Sir Walter Raleigh is dead. Bismarck was a great smoker, and it is commonly admitted that Bismarck is dead. Andrew Jackson and General Grant both smoked and both are in their graves. George Washington only used snuff, but even that moderation did not save him. He is dead. The thing is certain. Go through your histories of the year 1800 and whenever you find a man who used tobacco, you will find on a little search that the man is dead.

There is another terrible danger to the smoker that you should constantly bear in mind. I refer to the temptation to swear off. Charles Lamb was a hard smoker. He used to smoke industriously every night, and be sorry for it every morning. Finally he wrote a very touching poetical "Farewell to Tobacco," and then smoked more than ever for ten years. His case is typical. There is nothing that drives a man from moderation to excess in smoking like swearing off. When the facts are fully developed it will be found that Mr. Pattison had sworn off. It is almost as bad if by any chance you should happen to make the swear-off stick. It usually results in your getting fat and obnoxiously healthy. I have known men to stop smoking and gain thirty pounds. The shock to the prospective heirs was something fearful. A man owes something to the feelings of his heirs.

The class will now adjourn.—Washington Star.

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

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217 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.*

THE REALM OF THE RETAILERS

How to Make Customers Buy.

ACCORDING to Dr. Silas S. Neff of Philadelphia. a poor salesman can become a good salesman if he will only exercise mental influence on the buyer. In other words salesmen should be psychologists.

Dr. Neff has been in Chicago and St. Louis telling salesmen how to sell to women customers. Many of the things he says will apply to salesmen selling to men, and with better results, not because the male mind is more readily influenced, but because it is more often less positive than the female mind, for, in the language of the poet, "When a woman will she will, you may depend on't, and when she won't she won't, and there's an end on't,' or words to that effect, which signify the positiveness of milady's mind.

Abstain from all negative influences. Do not think of evil, crime, anger, hate, revenge, or sorrow.

Once your customer is before you let your mind dwell determinedly upon selling to him, strengthening the determination in his mind to buy.

There are three dominant types of shoppers—intellectual, the customer who thinks; emotional, the customer who feels; volitional, the customer who decides. These traits are indicated by the temperaments, viz: mental, vital and motive. The first is indicated by the pyriform or pear-shaped face, showing a predominance of brain over the body; the second by the predominance of avoirdupois, and the third by a predominance of bone and sinew. Or, in other words, the nervous, active person with an active mind, the stout, and the muscular.

To the thinking, logical mind the advantage of the purchase must be shown; the buyer must be convinced by reason. The emotional class is generally a "sure sale," as things which appeal to the eye and emotions catch them. All the talking in the world and all the winning ways in the universe will not influence the volitional person to buy a penny's worth more than he wants. His mind is made up, and the clerk will employ his time better by devoting his attention to the next customer.

The wealthy customer is proud of the fact that he does not need to inquire the price, and the clerk who falls in with his idea of independence will be the most successful. He may talk style, quality and everything, but omit the cost.

The customer of limited means is dangerous. Do not try to decide for one like that. Be accommodating and he will buy.

And the customer who is undecided? In that case the will of the salesman must decide for him. If he has judged correctly he can lead him to a decision.

Study the disposition of your customer. There are different methods of doing this. Some people are by nature good readers of character; they feel what a person is. Others are poor judges of character and must depend upon the signs in the face for true indications. They cannot determine by intuition. When in doubt simply study to please, while turning over in your mind the determination to sell. Mental telepathy often works wonders when rightly used. Most frequently the customer is of a negative mind; then the salesman should be positive, mentally, though his external demeanor toward the customer is accommodating.

If you fail, then take every opportunity to study yourself. Compare your methods with those of the more successful salesmen. Correct your own shortcomings. If your own methods of going at a customer are wrong, mend them. Get right yourself and you will encounter no trouble in attaining success.

First make your customer feel at home. Make him feel that it is a pleasure for you to wait upon him whether you sell or not. If you do not succeed in selling to him to-day you may to-morrow. Make the non-buyer go away with a feeling that it has been a pleasure for you to meet him and he will come again.

Above all things do not argue with a customer.

Never give a customer the impression that you know it all. If he thinks he does and you handle him right you have a "sure sale."

Form the habit of being courteous to all alike.

• • •

Insurance Protection.

The question of protecting oneself against loss by fire is one which has been urged upon the retail merchant time and again, and yet there are innumerable dealers who either carry no insurance or who do not carry sufficient to cover their losses should they be unfortuuate enough to lose their entire stocks. It is considered economy by some men to dispense with this feature of expense, and there are some dealers who point with pride to the fact that although they have not carried insurance for several years, they have not lost a cent by fire.

The risk which the merchant runs is, however, too great. There are thousands of men in the United States, working for salaries, and many of them in unfortunate financial condition, on account of their lack of foresight in keeping properly insured at times in the past, when they were engaged in business.

• • •

The Day's Work.

Every day has its own business necessities. Each business man has something that must be done within a given limit of time, and must work conscientiously to its accomplishment. Each opportunity must be handled in a way which will insure the largest result for the time and cash invested. The work of today ought to be preparation in a measure for the work of tomorrow. The merchant must try to overcome tomorrow's dullness by thinking of what will best guard against it. If the dullness of tomorrow is inevitable, the merchant might as well make the best of it; but since the dullness can be overcome there ought to be present activity which will overcome it. There ought to be something done to make the dullness less conspicuous. It ought to be the plan of the business man to do some thinking and acting that will bring good business as a reward for good work. In all the plans of the business man there must be something provided to contribute intelligently to the store management and the promotion of prosperity. The work of each day should be the perfecting of plans which will insure better trade the next. If each day is so spent that it will give good returns tomorrow, there will be a constantly increasing business which will yield profit throughout the whole year. Today means much to every business man. It means the developing of possibilities along the line of good judgment. It means that the merchant can struggle through something which will help to make better times, locally, and especially for the one store in which he is vitally interested. In all plans there must be consideration of the good of the patron as well as of the good of the establishment. Having these, the rest is easy. Be prepared for worse days, but don't expect to meet them. Be struggling for better days, but be not cast down if they do not come.

• • •

What Makes Business?

A business-like advertisement impresses one that a business man wrote it. It pays to hang to business ideas in writing or planning the work of the establishment, and the man who is thoroughly business-like will have no trouble in making business-like advertisements or in giving his store the appearonce of being a business center.

• • •

Keeping Accurate Books.

Keep close tab on the business.

Too many merchants know too little about their books.

Too many keep no books at all.

They think they keep books. They fool themselves worse.

But a few days ago a retail merchant made a statement to a mercantile agency showing him to be worth over $8,000.

He really thought himself worth that amount.

When he came to figure it out in detail he did not have over $3,000 he could call his own.

Hundreds of merchants know no more about their own financial condition than this man.

There is too much guess work.

The first essential is a good set of books with accounts carefully kept. The next is an understanding of what those accounts mean.

For instance, if the merchandise account shows a difference between goods bought and goods sold of 20 per cent., and the expense account shows that it is costing the merchant 20 per cent. to do business, something is wrong.

One account shows that 20 per cent. is his gross profit. Another shows that he is spending 20 per cent. to do business. How much money is he making?

Easily calculated. The rapid calculator would calculate that man out of business in about 20 seconds.

Did a certain department pay last year?

Not one merchant in ten can tell.

The merchant did not make as much money as he thought he had last year. Where did he fall down? He cannot tell.

It should be on the books. All of it.

This means more time on the books, but if it saves money, what of it? Money saved is easier profit than new money earned, although both amount to the same thing.—Commercial Bulletin.

* * *

—Why will a merchant go to the trouble and expense of getting out a good circular and then put it into the hands of irresponsible boys for distribution? If he does it to save money, he is misdirecting his economy. Cheap distribution usually means poor work.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

Rabell, Costa, Vales & Company

Sole Purveyors, by Request, to the Royal House of Spain.

Finest Havana

CIGARS

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

Factory, Galiano 98,
Havana, Cuba.

A Winning Proposition
That is what you will find in the
HES-RA
The Latest and Best
Egyptian Cigarettes
on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.
M. G. Hollis & Co.
Manufacturers,
READING, PA.

G. M. Wechter, *Established 1883*
Manufacturer of
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GOLD LEAF PRINTING a Specialty
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F. W. Dohrmann. [Estab'd 1873] Theo. S. Dohrmann.
F. W. Dohrmann & Son,
Packers of **Cigar Tobacco**
Packing Houses: { Covington, O. Gettysburg, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.
Redryers of **Burley Tobacco**
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.
Samples forwarded on application.
Office & Warehouse, **11 and 13 Vine Street, CINCINNATI, O.**

COUNTERFEIT LABELS.

Wholesale suits may be begun against Pittsburg retail and jobbing tobacco dealers as a result of the alleged discovery that 100,000 cigars bearing counterfeit labels are sold there weekly. An agent of the Cigarmakers' Union has been doing detective work. He says he has discovered that Pittsburg has been used as the dumping ground for cigars bearing spurious labels. He says he will bring suit against the manufacturers, and will prosecute the dealers unless they cease selling the counterfeits. About ten wholesale dealers and hundreds of retail dealers in Pittsburg would be affected.

I. B. Kuhn, of McSherrystown, special label agent of the Cigarmakers' International Union, was sent to Pittsburg several days ago by his national office, receiving personal instructions from National President Perkins. He claims to have found the counterfeit labels on 23,000 cigars, though his work is not yet half through. The cigars, he says, are sent all over the country, but mostly are sold to Pittsburg. The same manufacturers, he says, have been accused of counterfeiting internal revenue stamps.

Kuhn captured some of the labels. If they are counterfeits they are marvelously like the genuine. Kuhn says, however, there are 19 points of difference the expert can detect.

TOBACCO AND LONGEVITY.

Townsend Miller, the oldest man on Long Island, celebrated his one hundred and fourth birthday at his home in Jamaica last week. He received congratulations and many small presents from acquaintances. He is an Indian of mixed blood, his father having been a Mohawk and his mother a mixture of Spaniard and Indian. His hair is thick and straight and is snow white.

A year ago the aged man married his third wife. She is many years his junior, The couple live on Catherine street in a tiny hut.

"How do you feel on your birthday?' Miller was asked.

"Just about as usual," he replied. "I'm no spring chicken, but I've got good health and don't mind if I live to be 110 years old. If a man wants to live to be old he must put up with what comes along."

"Do you expect to live many more years?" he was asked.

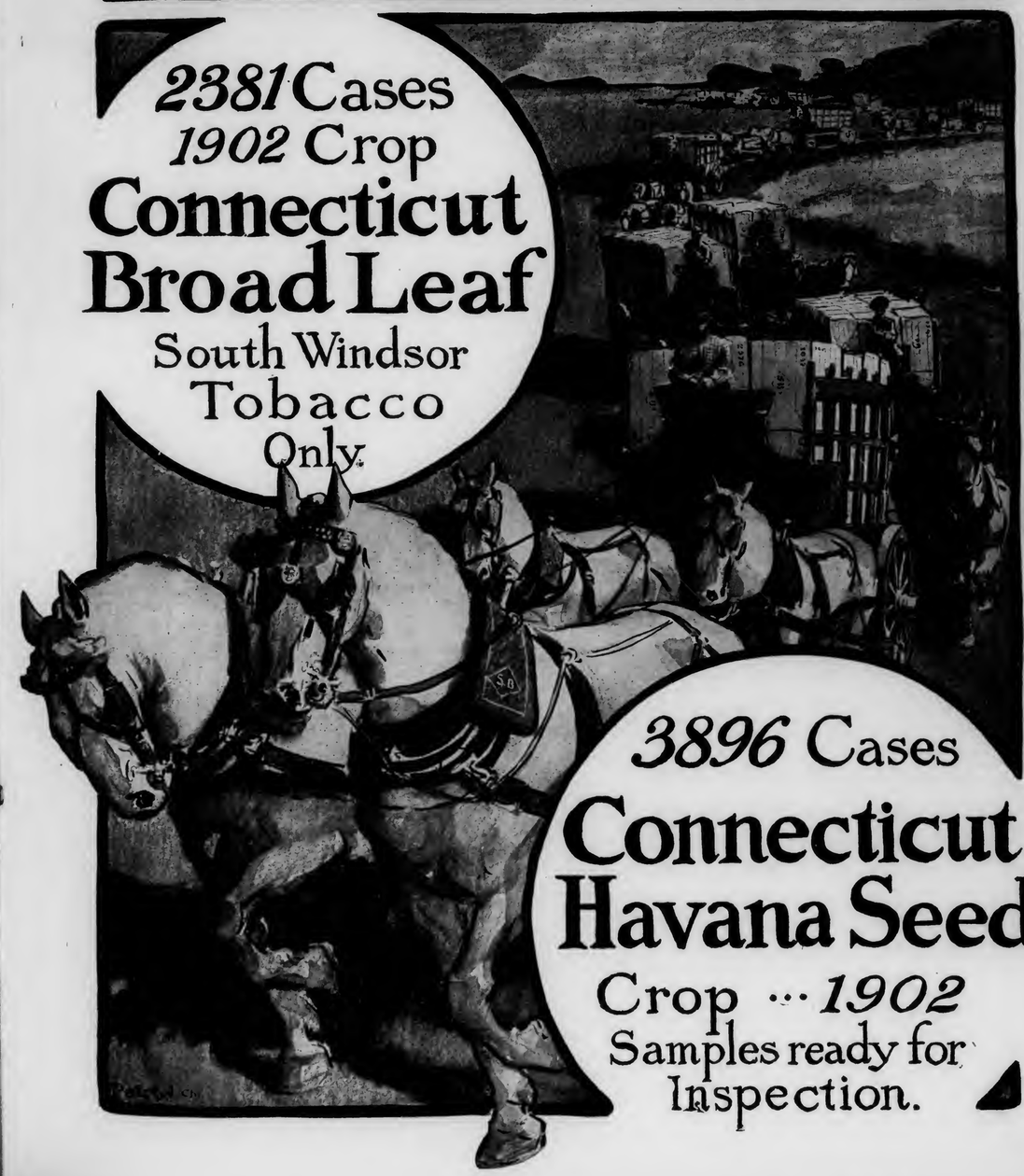
"Well, we can't tell about such things. I haven't shown any signs of petering out yet. Guess I'm preserved. When I was between 3 and 4 years old I began to chew tobacco. I have smoked about as long. Good preserving in tobacco—good as whisky. I like whisky, but the old kind we had years ago beat the kind we get now."

"To what do you attribute your long life?'

"Just to minding my own business," replied the centenarian.

Sutter Bros.
INCORPORATED
NEW YORK CHICAGO ST. LOUIS HAVANA

2381 Cases
1902 Crop
Connecticut Broad Leaf
South Windsor Tobacco Only



3896 Cases
Connecticut Havana Seed
Crop ... *1902*
Samples ready for Inspection.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEORGE W. BREMER, JR. WALTER J. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM, IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

No. 119 North Third Street, PHILADELPHIA.

L. G. Haeussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street, PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in Leaf Tobaccos

136 North Third Street

PHILADELPHIA

Retail Department is strictly up to date.

Superior Grades of

Sumatra, Havana and Domestic Tobacco

B. Liberman

242 North Third Street, Philadelphia

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H. Velenchik. S. Velenchik.

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

J. L. & M. F. GREENE, PACKERS OF LEAF TOBACCO

PACKING HOUSES: Janesville, Milton, Albany, } Wis.

TELEPHONE WIS. STORAGE CAPACITY 10,000 CASES

Reading, Pa.

Importers of Sumatra Tobacco

Cable Address: "HERE."

Joseph Hirsch & Son

O. Z. VOORBURGWAL 227 Amsterdam, Holland.

Office, 183 Water St. NEW YORK

LOUIS BYTHINER J. PRINCE

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.

Long Distance Telephone, Market 3025.

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MANUFACTURERS OF

Fine Union-made Cigars

EAST BERLIN, PA.

Correspondence with Wholesale and Jobbing Trade solicited.

S. LIBERMAN

Manufacturer of the

SPORTY BOY 5c Cigar

POPULAR EVERYWHERE

531 Wharton St. PHILADELPHIA

E. E. Kahler,

328 to 332 Buttonwood Street,

Reading, Pa.

Manufacturer of High Grade

Seed and Havana CIGARS

Correspondence solicited with the Wholesale and Jobbing Trade.

L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos

153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

OLD HAVANA EAGERLY SOUGHT BY BUYERS.

Business Active, with Prices Well Maintained and a Tendency to a Further Rise—Recent Transactions in the Cuban Market.

HAVANA, August 10, 1903.

A considerable change in the Havana market during the week ending August 8 has to be chronicled, as the transactions reported are more than double in the number of bales, with prices well maintained and a tendency to a further rise, particularly for fine wrappers. Factory vegas of Vuelta Abajo, as well as Partido, are in excellent demand. Old Remedios, likewise, is inquired for by Northern buyers, and by dealers here who do not miss any opportunity to pick up all lots that are in any way within their ideas. An opinion every day confirmed is that the new Remedios is totally unfit for the American manufacturer, who uses this class for mixing purposes. A member of a New York firm which annually purchases from 5000 to 10,000 bales of Remedios, who came here with the avowed intention of buying largely of new Remedios, has changed his plan entirely, after having gone all over the Remedios district in the Santa Clara Province; he is now buying of the old crops in town, paying from $8 to $10 more per qtl. for first capaduras than he paid in February last. He claims to be well posted about all the stocks held in the United States, which he says, are in instances selling at lower figures than similar tobacco in the Havana market; but, notwithstanding, he has purchased heavily here and is continuing to look around for more goods.

Sales were 10,750 bales in total: Vuelta Abajo, 5300; Partidos, 2650; Remedios, 2800 bales. Destinations: 8100 bales for the United States market; 2650 bales for local manufacturers for consumption here.

Buyers Come and Go.

Arrivals were: Vicente Guerra, of Guerra Diaz & Co., Tampa; Laureano Torres, of Arguelles Lopez & Co., Tampa; Antonio Rico, of A. Rico, Tampa; A. Santaella, of Santaella & Co., Tampa; J. Lovera, of the J. Lovera Co., Tampa; S. Heinemann and M. S. Heinemann, of "El Arte" cigar factory, Tampa and Baltimore, Md.; A. Mayer, of Kugelmann & Co., Hamburg, Germany; Adolfo Moeller, of A. Moeller, Havana.

Departures: J. Wardlow, for Key West; J. Weinbaum, for Key West and New York; E. A. Kline, for Tampa and New York; Avelino Pazos, for New York; Bruno Diaz, for New York; Federico Neumann, for Hamburg, Germany.

Cigar Manufacturers.

Not much change is to be noted in the volume of trade. Some factories are working with all hands, while others continue to complain yet about lack of orders. The United States market has not commenced to send large orders. England also is very backward. Only for Germany is the demand active. Exports per S. S. Havana amounted to 2,807,370 cigars. Factories working with full forces are those of H. Upmann & Co., whose cigars are this year of an exceptionally exquisite bouquet. This cannot cause surprise, as Don Teodoro Garbade is constantly on the lookout for the choicest vegas of "tierra llana" Vuelta Abajo, of which he secured 400 bales more this week. The shipments of cigars by H. Upmann & Co. were 800,000 cigars per S. S. Havana.

Behrens & Co., of the Sol factory, are very busy in their new quarters at 91 Consulate street.

Rabell Costa Vales & Co. have a steadily increasing demand for their brands, "Ramon Allones," "Cruz Roja" and "Marques Rabell," and their cigarettes, "La Emimencia," are smoked all over by lovers of choice morsels.

"El Rico Habano" is also working with all tables occupied, the best proof that Don Enrique Dorado understands his business.

Romeo y Julieta and the new brand "Carlos Blasco" are meeting with more favors from day to day.

Buying, Selling, Etc.

Rabell Costa & Co. have disposed of 2000 bales of Vuelta Abajo and Remedios during the past two weeks.

M. Stern purchased 1000 bales old Remedios for his house of Lewis Sylvester & Son, New York.

Garcia & Co. sold 1000 bales of their choice Vuelta Abajo escojidas and vegas.

Cuesta Rey & Co. aer said to have added 2000 bales to their late purchases of Vuelta Abajo and Partidos.

Bruno Diaz & Co. had no trouble in disposing of 1000 bales of Vuelta Abajo and Partido.

Sutter Bros., Inc., have been heard from as having received tobacco from their escojidas and having secured a valuable stock of factory vegas of Vuelta Abajo and Partidos.

Luis Marx has closed out the entire product of his renowned farms, "Zorilla" and "San Antonio" in Alquizar, having only some fillers left over for future buyers. Eight hundred bales were taken by the same manufacturer who had previously secured from 300 to 400 bales, and some sixty odd bales of top wrappers were sold by him to a local factory at prices ranging from $700 to $1000 per bale. This last lot was naturally the "cream of the famous Tumbadero district," good in burn, of a silky leaf, full of life and perfectly even in colors.

Simon Batt had purchased 800 bales of Partidos and 400 bales of Vueltas, not as previously stated; so "La Verdad" factory can keep on running for some time to come.

Sobrinos de Antero Gonzalez figured with only 500 bales of Vuelta Abajo

ESTABLISHED 1844

H. UPMANN & CO.

HAVANA, CUBA

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169

OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL HABANA

FABRICA DE TABACOS AMAT VICTORIA CURAM

SOL and LUIS MARX

LUIS MARX HABANA

Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.

MAKE

Pure Habana Segars

THAT SELL

"At the Sign of the Bull Dog," New York.

Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.
—THE TOBACCO WORLD—

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. *Cable: "Suarco."*

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, **Havana, Cuba.**
P. O. Box 397. Cable: Himml.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, **Habana.**
(P. O. Box) Apartado 270.
Cable: Zalezgon.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 **HABANA**

Bridat, Mont'Ros y Cª Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, ***HAVANA***

F. Neumann. G. W. Michaelsen. H. Prasse.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SANCHEZ Y CUETO S. en C.
Sucesores de Carriles y Sanchez,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "Antero." Habana.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

E. A. KRAUSSMAN
Importer of ***HAVANA TOBACCO***
170 Water Street, NEW YORK

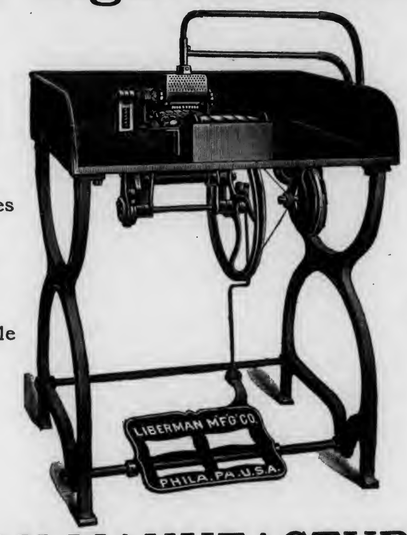
Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. ***NEW YORK***

READY FOR THE MARKET

Liberman's Cigar Branding Machine

All Defects of Others Avoided
Many New and Valuable Features
Capacity Practically Unlimited
Construction Simple and Durable
Work Uniform



Brand Neat and Distinct
No Annoyance from Lampblack
Complete Set of Type With Each Machine
Intensity of Heat Regulated by an Ingenious Blast Device, Securing Very Legible Lettering on the Cigar

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223--5--7 South Fifth Street, PHILADELPHIA, PA.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
Vuelta Abajo, Partido & Remedios Tobacco
Cable: "Angel," Havana **Reina 20, Habana** P. O. Box 98

amongst the sellers, but as there were several large deals pending, they will rank higher up on the list next week.

Leslie Pantin has no reason to complain, as he secured 1000 bales of Vuelta Abajo and Partido for his customers. He had shipped over 6700 bales up to August 1, this year.

The Loeb-Nunez Havana Co. sold and shipped 600 bales of Remedios old crop to friends, and is now in the market for some goods for which it has received some pressing orders on the part of customers.

Aixala & Co. disposed of 450 bales of Vuelta Abajo as easy as clock work.

Avelino Pazos who left to-day for a short visit to New York has secured through his country buyer some more choice vegas of Vuelta Abajo; he sold 200 bales of his present holdings of Vuelta Abajo to a Tampa manufacturer and has more deals pending. This is the best proof that he is a good judge of tobacco, a fine buyer and a liberal seller. People who know him well predict a great future for him.

Jorge y P. Castaneda turned over 200 bales of their select Tumbadero escojida to a local and to a nothern factory.

Sanchez y Cueto made some good sized sales of their escojida right in the country, thus letting the buyer stand the expenses of railroad freight and storage here. They are receiving some lots from their packings every week; so their friends need not despair of finding stock at their warehouse if they come here early enough.

Antonio Suarez sold 350 bales of Partido and Vuelta Abajo without any effort.

Muniz Herms. & Co. are working on several deals, Remedios as well as Vuelta Abajo, and no doubt they will report some good sales in the coming week.

G. Salomon y Hnos. sold and shipped 300 bales of Vuelta Abajo and Partido.

Walter Himml closed out 150 bales of old Remedios that he had on commission.

Gonzalez Mora & Co. have been heavy buyers in the country and in the City of Havana, having fully secured 4000 bales in all for their large Tampa factory "La Sinceridad." Two thousand bales of this consisted of Remates and Portales in the Vuelta Abajo, 1000 bales were of the finest Tumbadero leaf ever grown and raised in this island, and 1000 bales were of the famous Artemisa leaf, universally prized for its high aroma and subtle bouquet. In such purchases is evident, the thorough and master hand of Don Nicholas Gonzalez, who, at the helm in the factory at Tampa, looks after the skilfull blending of the fillers and a faultless workmanship in cigars. With the thorough business capabilities displayed by Mr. Mora and the other members of the firm in Chicago, it is no surprise that this factory is turning out 50,000 cigars per day and working 400 cigarmakers steadily. In Havana Don Geronimo Perez, familiarly known under the name of "El Jimagua," (The Twin), has charge of their warehouse at 99 San Jose street where the firm has 200 women stripping tobacco day after day.

Receipts of Tobacco from the Country.

	Week Ending Aug. 8. Bales	Since Jan. 1. Bales
Vuelta Abajo	11,566	105,383
Semi Vuelta	560	3,386
Partido	2,496	28,381
S. Clara & Remedios	2,123	40,750
Santiago de Cuba	19	2,044
Matanzas	—	64
Total	16,764	180,008

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

Experiments at Lancaster.

Gratifying Results So Far from Tests Made with State Funds.

Lancaster, Pa., August 17, 1903.

There was quite an active market in the leaf trade last week, in spite of the usual mid-summer dullness. Several thousand cases of 1901 and 1902 goods changed hands. It is the general opinion of the trade that the fall season will open early and with activity.

Nothing new can be reported of the growing crop. Warmer nights and more sunshine are needed.

Among the out-of-town buyers in our market last week were Messrs. Stein and Schaub, of Pittsburg, Pa.; J. H. Swisher, of Newark, Ohio; Mr. Isnacs, of Ziegan & Co., London, England, and Mr. Sterneman, of Sterneman Bros. & Heyden, Milwaukee, Wis.

Kramer & Goldberg bought the packing of 1902, consisting of 850 cases, from S. N. Mumma, of Landisville. This is one of the choicest packings put up in this county. There has been only one larger.

The American Cigar Company continues packing at the warehouse on Market street, but the managers expect to complete operations in a week or ten days.

Henry Snyder, who several years ago operated a cigar factory at Millersville, will in the very near future open a factory here, employing about 25 hands.

A game of baseball was played by two picked nines (Little Ministers and Quaker Girls) from the S. R. Moss Ci-

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of Finest Havana Cigars EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

DEUTSCH BROS.

Union Made CIGARS of Merit

1397-1399 AVE. A. NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES: *Kerbs, Wertheim & Schiffer, Hirschhorn, Mack & Co. Straiton & Storm, Lichtenstein Bros. Co.*

1014-1020 Second Ave., NEW YORK.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.; Labor King, 5c.; K. B., 10c.

READING, PA.

gar Company's factory on Saturday and resulted in a decided victory for the Little Ministers.

The cigarmakers of the Ninth district of Pennsylvania held a conference on Sunday, August 9, in Labor Hall, McGrann Building, with twenty-six delegates in attendance, from Akron, Denver, Lancaster, Lebanon, Lincoln, McSherrystown, Rothsville, Stevens and York. The object of the convention was to form an organization among the Ninth District Cigarmakers' Unions to further the agitation for the use of the blue label of the union and suppress the counterfeiting of the same. A permanent organization was formed and officers were elected. The name adopted by the organization was the Ninth District Union Label Agitation and Protective Association. Cigarmakers' Union, No. 257, of this city, have unanimously decided to affiliate with the new organization.

The local cigarmakers' union extends an invitation to all union cigarmakers of the Ninth Internal Revenue District to turn out with them in the Labor Day demonstration. McSherrystown, Adams County, will turn out about a thousand cigarmakers to this parade.

One of the two tobacco experiment stations the State of Pennsylvania is conducting in the county is about a mile and a half north of the village of Milton Grove in Mount Joy township on the farm of M. N. Risser. The experiment is conducted under cover, the large tent being constructed of cheesecloth, after the manner which has become familiar to our people. The sandy soil was fertilized with barnyard manure, and additionally with Armour's blood, bone and potash fertilizer. The soil, by frequent workings, was reduced to the best possible condition. The plants—all of the Sumatra variety—were set out on June 6. The seed was from Sumatra plants, grown under cover in Connecticut last year, and was furnished by Mr. M. L. Floyd.

Up to the present time the growth has been everything that could be desired. It is true, the weather has not been favorable, having been too cool, but despite these drawbacks, the plot shows up wonderfully well. The tobacco has a good color, is growing fast, and has sustained no injury from insect pests. No fleas or grasshoppers have shown up within the enclosure, and only a single hawk moth found its way under the tent. The stalks have from 15 to 25 leaves each, all sound and of good color, and fully three-fourths of them are very regularly and handsomely spotted or spangled; in fact, there are very few leaves that do not have the spots so much admired, and which it was attempted to produce artificially a few years ago.

Reading Druggist's Patent.

A Compound to Prevent Danger of Contagion to Cigar Smokers.

Reading, Pa., Aug. 17, 1903

The large cigar factory of Gumpert Brothers is closed in order to give their employes their annual vacation. The firm received so many requests for vacations for a week that it was regarded best to close down entirely. Many of the employes have gone to the seashore and to the country for the week.

Val. Wilk, cigar manufacturer, has filed a new bond with Deputy Collector of Internal Revenue F. W. Cranston.

Dr. George W. Ammon is the patentee of an antiseptic compound to be used in the manufacture of cigars. Dr. Ammon believes that a cigar is a conductor of disease and that careful smokers should smoke no cigars but those antisepticized by this plan. In his drug store, Dr. Ammon sells cigars which have been manufactured in accordance with his ideas as to what a clean cigar should be. He believes that a great deal of disease is transmitted by cigars made by cigarmakers who are sufferers with different diseases. He expects doctors and cigar manufacturers to take up the matter seriously before long and that antisepticized cigars will be in general use everywhere. The antiseptic will not deprive the cigar of any of its natural taste or fragrance, but, if anything, will improve both.

Harry Schwartz has filed a bond with Internal Revenue Collector Fred W. Cranston, for a new cigar factory which he will shortly open at 838 Chestnut street, this city.

Farmers engaged in growing tobacco in lower Berks, with the acreage set out by them this year are: Brecknock—Jeremiah Horning, 2 acres; Martin Graff, 1½; Jacob Graff, 2; John Redcay, 2; Thomas Mohr, 2; Abraham Miller, 1½; Barton Kieffer, 1½; Samuel Kachel, 2; Harry Graff, 1; Augustus Schlouch, 2; P. S. Schweitzer, 1; Harvey Hoffert, 2; Albert Z. Kraemer, 2. In Caernarvan—Harry D. Spotts, 4, Abraham Foreman, 3; William Plank, 3; John L. Spotts, 2; L. J. Plank, 1; Daniel Foreman, 1½; Henry M. Hertzler, 2; Daniel Mast, 1½; Amos Stolzfus, 8; George Beyler, 2; Charles Hoffman, 2; Isaac Styer, 2; John Spotts, 2. In Churchtown—Peter Foreman, 2; William Hyman, 4; Milton Yohn, 6, and Clement Yohn, 4.

—M. D. Boales, one of the leading tobacco men of Hopkinsville, Ky., lost his oldest son, Dr. Archie Boales, of Cleveland, O., by death on August 9.

BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP.

The American Cigar Company is offering rewards aggregating $26,000 for the arrest and conviction of persons guilty of substituting other cigars for Cremos. The first arrest took place last week. The accused is the proprietor of a wellknown retail cigar store on the Bowery.

Box stuffing, as was pointed out by The Tobacco World in the Morgan Marshall case, is not merely a misdemeanor under the federal laws; it is an offense against good morals, good tradesmanship and, in the case of nickel cigars, where the profit is small, it is pitiably paltry. This is not a question of trust or anti trust, and although the text is the Cremo brand, the discussion is one in which every cigar manufacturer in the United States should be deeply interested, because if those who substitute other cigars for Cremos go unpunished no man's trademark is safe and the whole field might as well be abandoned at once to fakirs and flim flammers.

There are much more creditable ways of fighting the trust than stuffing boxes that have contained its cigars with cigars manufactured by someone else, and the best of all these ways is to give the public better cigars than the trust makes—if you can. The trust is as much entitled to protection from box stuffers as is any other manufacturer. It advertises its cigars for the same reason that other manufacturers advertise theirs, namely, to create a demand for them. The trust has all kinds of enemies and also many friends, but the dealer who stuffs trust boxes with cigars that do not come from trust factories is at once a very despicable enemy and a very good friend to the trust. He is a despicable enemy because he is foolish enough to take the risk of being detected and prosecuted and he is the trust's very good friend because he helps the trust's advertising campaign without costing the trust a cent.

Fortunately for the consuming public the cigar retailers of the country are—99 per cent. of them and even more that 99 per cent.—honest men who give the smokers of the country just what is demanded and good value at that. If dishonest men were in the majority in the retail branch of the big tobacco trade an aggregate reward of $26,000 for the detection and conviction of box stuffers would be absurdly inadequate. It is to hoped that the $26,000 rewards will be quickly earned, because the distribution of this sum to informers will be a sure short stop to box stuffing hereafter. To inform on a box stuffer is not an act of which the informer need be ashamed. It is true that informers, generally speaking, have unsavory reputations. This is firstly because the average informer betrays confidences gained usually as an accessory before the fact, and secondly because at the beginning of the 19th century in England informers were oftentimes suspected of being the enemies of the poor. In England, at the beginning of the 19th century, most offenses against property were punished with death. Forgers, pickpockets, embezzlers and hosts of other offenders whom the milder laws of our time punish with imprisonment, or by fines, were ruthlessly sent to the gallows in England at the time spoken of. Smugglers, too, and it was in the detection of smuggling that many informers gained a livelihood. In those days the duties imposed by England on French wines and brandies were so high that only the rich could afford to buy French beverages which had honestly paid their way through the English custom houses. Yet millions of people in England, Scotland and Ireland who were not rich got all the French booze they craved for, simply because the smugglers were smarter than the coast guard. It is easy enough to see those who informed upon the smugglers were unpopular and why. But in the case of box stuffers in the cigar trade in the United States in these opening years of the twentieth century no odium should attach to informers, because, in the first place, it is a praiseworthy thing to help to put an end to box stuffing and, secondly, because, in case of conviction, the box stuffer will not be greatly harmed even if he gets the full sentence of fine and imprisonment prescribed by the law.

***

Simon Wetzler, of Wetzler & Sachs, leaf dealers of Milwaukee, is in town.

***

John Fielding, head of Rothschild & Bro.'s office staff, sailed for Havana on August 15. He goes to Cuba to inspect Rothschild & Bro.'s packings and expects to be gone about six weeks.

***

The attention of the readers of The Tobacco World is courteously directed to the special advertisement of the United Cigar Stores Company published elsewhere in this number of the paper.

***

Sol Hamburger, of Hamburger Bros. & Co., sailed for Cuba on the Vigilancia on August 3 to inspect his firm's packings and to obtain an additional supply necessitated by the demands of their rapidly increasing trade.

***

Those who are figuring on the November output of cigars, in relation to the $142,000 prize offer of the Florodora Tag Company, seem to be agreed that a guess of somewhere around 610,000,000 will win at least a box of "Cremos."

***

Retailers in many parts of New York report that the Kef brand of Turkish cigarettes, manufactured by the Turco-American Co., appears to have caught public favor from the first. This brand retails at 10 cents for a package of ten.

***

The Dominator, a brand of clear Havana, union made, little cigars, manufactured by Henry Muller & Son, of 103 Prince street, is now on general sale in this city and is giving eminent satisfaction to the lovers of spicy short smokes.

***

The bargain hunter who, the wise man declared long ago, always buys in the dearest market, is getting it good and hard and in the right spot just now in New York. He can get a clear Havana Puritana at 3 for 25 cents, but the "gosh durned things" flake all over him when he smokes them. This is because they are scrap filled, a fact of which the bargain hunting sucker is innocent when he lays down his money.

Last week a big department store on upper Broadway gave the bargain hunter even worse value. It advertised a formerly wellknown brand of 10-cent cigars at $2.98 for a box of 100, Reina Victoria size. They went like hot cakes, too, but those who bought them realized, when the ashes began to fall, that they had paid $2.98 for a poorer cigar than they could have bought for less money in the regular way.

***

William Quanjer, Sumatra buyer for Hinsdale Smith & Co., returned on August 10 from his annual attendance at the inscriptions in Holland.

***

Max Maier, with A. Blumlein & Co., leaves shortly to attend the fall inscriptions in Amsterdam for his firm.

***

Every time a certain well-known cigar manufacturer goes to Carlsbad, and he goes every second year with regularity, people say it's because he has been giving his digestive organs too much to do by overfeeding his stomach, or that he has been sitting up too late playing poker, and this in spite of the fact that the subject of this sort of gossip lives more frugally than most monks, being a confirmed dyspeptic, and that he never touches a card—excepting it be that of some gentleman from 111 Fifth avenue bent on buying his business.

Most traveling salesmen allege that theirs is the hardest of callings because they can never count upon meals at regular hours or upon a sufficiency of sleep, and if fewer of them go to Carlsbad to take the cure than would like to it is because the results of their labors do not seem to them to justify the expense, or else it is because they know of resorts or treatments nearer home which are quite as remedially efficacious. Few men are so ingenuous as to admit that theirs is an easy method of earning a livelihood; nevertheless, it is undeniable that traveling salesmen do have an arduous time of it. The poorest of them is able to command first class hotel accommodations, because the house pays the bills. The trouble is that first class hotels are by no means numerous, and not every man can sleep in a Pullman when the train is going at forty or fifty or sixty miles an hour. After ten years of traveling most drummers like to stay home as much as possible. At home they can recuperate in an economical sensible manner. Yet the leaf men and the cigar men who are used to the road seldom achieve their ambition. Their calling, in spite of its hardships, has its fascinations, and that is perhaps the reason that so many of them grow gray in harness, without ever seeing Carlsbad.

SPIRITED AND ORIGINAL.

Business Enterprise and Artistic Taste of Sutter Bros., Inc.

Like other widely known and highly successful business men the members of the leaf tobacco house of Sutter Bros., Inc., are extensive advertisers. In their use of printers' ink they show the best of judgment, just as they do in all other branches of their business. In this issue of The Tobacco World they use a page to make two announcements. The first of these is: "2,381 cases, 1902 crop, Connecticut Broad Leaf; South Windsor Tobacco Only." The other reads: "3,896 cases, Connecticut Havana Seed, Crop 1902. Samples Ready for Inspection." The artist's embellishment of these announcements is spirited and original. In all of this concern's advertisements a novel and effective conception is artistically carried out, and, as a result, nobody having occasion to buy leaf is ever in ignorance of the fact that Sutter Brothers, Inc., have an immense stock of the finest leaf of all grades.

BOLTED CIGAR BOARDS MANUFACTURED BY L. L. BEDORTHA WINDSOR, CONN.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA.

HAVANA TOBACCO COMPANY
TRADE MARK
111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Yncian	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguedad
La Flor de Naves	El Aguila de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murias
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estella	J. S. Murias y Ca.
	H. de Cabanas y Carbajal.	

LEOPOLD SCHMID FRANK LANGE
L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK
EDMUND H. SMITH
EMOS SMITH

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

I. J. SCHOENER. I. M. JACOBY.
J. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
140 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

PHILADELPHIA

OVER A HUNDRED CASES.

During the Sunday law hearings last week Magistrate South twice started from his desk to put out of the hearing room men who had aroused his anger. One of these men was C. E. Levy, of 4264 Frankford avenue, who persisted in interferring in a case in which he was not concerned and who paid no attention to an order to keep his mouth shut. Constable Wielord, however, was ahead of the Magistrate and hustled Levy out into the street. The other case in which the Magistrate showed a disposition to display his physical ability was that in which a lawyer, Francis Tobin, persisted in delaying proceedings and in urging postponements of hearings of members of the Central Business Men's Protective Association, but the lawyer finally changed his tone and matter and there was no scrapping other than verbally. Of the 116 cases heard, fifty-five were against members of the Central Association and quite a number of these had to pay two fines of $6.50 each, cases brought in two successive weeks being heard on the same day. The cases in which hearings had been postponed from the preceding week are those of dealers whose names precede the dash in the following list of $6.50 victims:

J. Aussprung, 109 S. 11th; J. Bayuk, 6th and Walnut; J. Bayuk, 129 S. 10th; J. H. Batzopin, 12th and Vine; J. D. Farmakis, 1201 Market; J. D. Farmakis, 9th and Market; J. M. Goldberg, 7th and Arch; P. Haubert, 46 N. Delaware ave.; E. C. Rohme, 38 N. Broad; J. Pat, 247 S. 11th; A. Runge, 100 S. Delaware ave.; A. Runge, 2d and Market; J. Smedley, 1433 Filbert; B. S. Smith, 1407 Filbert; E. C. Sterner, 20 N. 12th; E. J. Suebnel, 161 N. 9th; S. Sultzbach, 118 N. 9th; B. Von Leer, 114 S. 8th; V. Nichoias, 228 S. 10th; Joseph Way, 1105 Market; Samuel Zavakos, 637 Market; J. Dietrech, 225 S. Broad; A. Greenberg, 223 S. Broad.

J. Aussprung, 109 S. 11th; M. Blumenthal, 214 South; Charles Bolvisky, 144 South; H. Bristow, 532 S. 16th; M. Brown, 323 N. 10th; J. Bayuk, 6th and Market; J. H. Batzopin, 12th and Vine; P. Tunis, 701 S. 8th; B. Van Leer, 114 S. 8th; J. L. Weinstock, 820 Callowhill; J. Way, 1105 Market; L. Weinberg, 50 S. 2d; William Walsh, 1627 S. 21st; J. Weitzman, 1128 Spring Garden; S. Zovakos, 637 Market; A. Greenburg, 223 S. Broad; Louis Budin, 3d and Lombard; L. Marks, 520 S. 19th; Humphrey Washington, 1729 Lombard; Herman Moll, 19th and Carpenter; Herman Aronovitch, 418 S. 21st; Ernest Walter, 2d and Spruce; S. Bayuk, S26½ Chestnut; J. Bayuk, 129 S. 10th; A. Codge, 1603 Pine; J. E. Dougherty, 410 S. 20th; J. Dietrich, 225 S. Broad; J. P. Farmakis, 701 Market; J. P. Farmakis, 208 N. 8th; J. D. Farmakis, 9 Market; J. D. Farmakis, 1211 Market; A. H. Faust, 229 N. 9th; Fred Forster, 814 Green; I. Grosshandler, 418 S. 5th; M. Goodman, 1153 S. 20th; J. Glasse, 1613 S. 19th; J. F. German, Broad and Morris; B. Gottleib, 1119 Ridge ave.; M. Goldberg, 7th and Arch; J. Georgitsos, 105 Market; M. Gurevitz, 344 N. 8th; J. Gordy, 124 N. 9th; P. Houbert, 46 Delaware ave.; J. B. Hall, 506 S. 16th; Mary Hoog, 223 Spruce; W. Heisel, 1715 Dickerson; J. Levy, 1412 S. Broad; H. M. Levy, 114 South; Philip Landon, 137 Pine; M. Lavine, 1725 South; M. Lifshetz, 10th and Arch; A. H. Lauer, 8th and Walnut; M. Maguire, 269 N. 9th; V. Nichalus, 228 S. 10th; William Moskowitz, 236 Spruce; F. B. Margohn, 3d and Lombard; A. C. Morin, 531 N. 8th; J. M. Maginley, 523 S. 16th; H. B. Newman, 258 S. 8th; H. Ochsman, 734 Spring Garden; W. W. Price, 11th and Poplar; B. Podolnick, 4th and Callowhill; J. Pat, 247 S. 11th; W. F. Pfoutz, 4th and Walnut; L. Petrosky, 347 S. 4th; D. Perelman, 625 S. 6th; P. Rosenberg, 250 N. 8th; A. Runge, 100 Delaware ave.; A. Runge, 2 Market; B. Rottenberg, 11th and Callowhill; E. C. Rohme, 38 N. Broad; M. L. Rosenthal, S27 Chestnut; Samuel Radis, 521 S. 20th; S. Sultzbach, 118 N. 9th; E. J. Suebnel, 161 N. 9th; E. C. Sterner, 20 N. 12th; George W. Steele, 1300 Poplar; B. S. Smith, 1407 Filbert; J. Smedley, 1433 Filbert; C. Shaw, 248 N. 8th; J. J. Schurer, 800 Spring Garden; H. J. Sachaklian, 524 N. 8th; L. Sohval, 329 S. 3d.

NOT A SYNDICATE.

The Jacksonville Times-Union states that J. Hirschberg, E. Shutan and Jule Ball, with a number of business men from Baltimore and Philadelphia, have formed a $50,000 syndicate for the purpose of growing syndicate tobacco in Leon county, Fla. The same article also says: "Julius Hirschberg has made a big success growing shaded tobacco in Leon county. The land produces from 1,000 to 1,200 pounds of tobacco per acre, and the price ranges from $2 to $4 per pound."

Julius Hirschberg is of the firm of J. Hirschberg & Brother of this city and of the El Provedo Cigar Factory of Tallahassee and Philadelphia. When asked by a Tobacco World man about the above statements, C. C. Rosenberg, one of the partners in the El Provedo factory, stated that neither that concern nor Mr. Hirschberg individually was connected with any syndicate nor was to be so connected. "We have," said Mr. Rosenberg, "a plantation in Leon county, thirteen miles from Tallahassee, and have bought another, seven miles from that city. There are no other tobacco plantations in Leon county. We have nothing to do with any syndicate. We do our business strictly with our own capital and are not asking any aid from outside. Shutan was formerly in our employ, but has had no connection with our business since last October. We are now putting up poles in preparation for growing fifty acres of shade-grown tobacco on our new plantation and we shall start on our seed beds next February."

FREE CIGARETTE MACHINES.

A number of Philadelphia retail tobacconists have recently been given sample cigarette-making machines so that they may show them to customers and thereby boom the sale of Duke of York smoking tobacco, each purchaser of twenty-five 5-cent packages of that tobacco being entitled to a machine. The machine looks like a large tin chewing tobacco box with half of a tin putty-blower soldered on one end. At the other end of the box is the handle of a piston with which loose tobacco in the box can be pushed into a paper tube made by rolling a cigarette paper around the projection, the paper tube being gradually slid off the tin tube as it is filled with tobacco. The box also contains a receptacle for a package of cigarette papers and for matches.

BENEFITS OF ADVERTISING.

In a New England town a number of years ago a man named John Thompson came into a newspaper office and ordered printed a "Boy Wanted" advertisement. The following day he came in with another advertisement, which read "Born—To Mr. and Mrs. John Thompson, a son." That was a case of pretty prompt return for advertising, but The Tobacco World can go one better. On the last day of last week the Tobacco World's Trade Directory for 1903 was issued, but four or five days earlier one of the advertisers therein had received a satisfactory return from his advertisement. One of the leading cigar manufacturers of the city wanted a scrap-cutter and telephoned to the office of The Tobacco World for the address of a manufacturer of such machines. The proof sheets of the forthcoming directory were at hand and the desired name and address were obtained from them and given by telephone to the inquirer.

ELABORATE IMPROVEMENTS.

This week a complete transformation of the store of the United Cigar Stores Co. at Chestnut and Eighth streets will be completed and similar changes at the same company's store at Chestnut and Tenth streets will be begun. The company's Philadelphia manager, B. Greenberg, has had his hands full lately in superintending these improvements in addition to his other work, but when they are finished the results will be so gratifying that he will be well repaid for his additional labors. The details are the same in both instances, metallic ceilings, mahogany wall cases, show cases of rosewood, plate glass and marble, and wall coverings of green burlap with fresco decorations. In the store on the Eighth street corner there will be 145 electric incandescent lamps, and the store at Tenth street is to be illuminated equally brilliantly.

MOSTLY PERSONAL.

C. E. Bowers is making a trip "up the State" for C. D. Jones.

Frank Harrington has sold the store at 43 South Fifteenth street to J. Benson.

Adolf Loeb, of K. Straus & Co., has returned from his business and pleasure trip abroad.

H. E. Stevenson, traveler for E. Rosenwald & Bro., was one of the trade visitors in Philadelphia this week.

Phil Verplanck, who sells La Sinceridad cigars for the Gonzalez Mora Co., made one of his Philadelphia visits last week.

Felix Eckerson, of F. Eckerson & Co., is in Connecticut buying tobacco. His trip will last a week or ten days and he will visit all the tobacco growing sections of the Valley.

M. J. McDonnell is back on duty as manager of the Dalton store at Arch and Thirteenth streets, and his appearance shows that his vacation trip has done him a world of good.

Business was so bad with Fisher Brothers, retailers at 15 South Ninth street, that they have gone out of the business. They formerly had the cigar stand in the Little Hotel Wilmot.

S. Weinberg and his force of helpers have been very busy lately, sampling fifty cases of Pennsylvania Broad Leaf B's, crop of 1900. This leaf has become very scarce and Mr. Weinberg is now reaping the benefit of the extensive purchases he made when it was much more easily obtained.

J. Vetterlein & Co. have in the past two weeks received 24 bales of Sumatra direct from Holland. Most Sumatra tobacco coming to Philadelphia comes via

AMERICAN EMPIRE

10 CENT

Jno. G. Shatz & Co.
MANUFACTURERS OF HAND MADE
Havana Cigars
FACTORY No. 12
1ST DISTRICT, PA.
READING, PA.

EL VOLCANO

5 CENT

Commercial Cigar Co. COLUMBUS, OHIO
TRADE MARK
BEST STOCK

Smoke
FAUGH-A-BALLAGH
5c CIGAR
WRITE
GRANEY
Commercial Cigar Co.
476 North High Street,
COLUMBUS, OHIO.

Denver Union Cigar Factory
MANUFACTURERS OF
STRICTLY UNION-MADE
CIGARS
Correspondence with the Wholesale and Jobbing Trade Invited.
Denver, Pa.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor.
Barnesville, Ohio,
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB
RUSTIC
BLUE POINTS
CRYSTAL
EUREKA
PRIVATE STOCK
TRIUMPH
OLD JUDGE
CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

T. L. ADAIR, Established 1895
WHOLESALE MANUFACTURER OF
Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

the port of New York, but J. Vetterlein & Co. import direct.

The W. K. Roedel Co., at 41 North Eleventh street, has taken the first floor of that building, and is establishing a fine retail department.

J. P. Wolf, Jr., of Dayton, O., who has been visiting Philadelphia, states that the Zimmer plants in Ohio are not half as tall as they should be and that this year's crop will be less than half that of last year.

In a letter to President Comber of the Allen & Marshall Co., acknowledging receipt of a box of Constitution cigars, Sir Thomas Lipton says: "The cigars are really excellent and are being greatly appreciated by my friends and self." The letter, written by Sir Thomas on paper bearing his crest, is framed and on exhibition in Dooner's Hotel.

In Ohio steps have been taken to have the Supreme Court decide whether merchandise slot machines are gambling devices within the meaning of the law. If that court should decide in the negative there would be considerable encouragement for seeking a decision by the similar authority in Pennsylvania, as the Supreme Court of one state always is influenced to a great degree by the decisions of the Supreme Court of another.

Hipple Brothers always start in the week with plenty to keep them busy and although their business may become a trifle slack between then and the close of the week, by Saturday they have disposed of a large quantity of goods and have every reason to be satisfied. They have had remarkably good success with their new Sumatra. All purchasers have been more than pleased and even during the dull months the demand for this stock has been active. The firm recently received a fine lot of light Connecticut seconds which have turned out very nicely and are selling fast. The cases of Pennsylvania Broad Leaf of 1899 which Hipple Brothers have remaining number only thirty, a fairly good supply but one which cannot be expected to last very long with the present demand.

RETURNED FROM EUROPE.

Louis Kuttnauer, of Detroit, got back from Holland on the Noordam, reaching New York on August 17.

E. Spingarn, of E. Spingarn & Co., of New York, and Adolph Loeb, of K. Straus & Co., of Philadelphia, returned from the Sumatra inscriptions in Holland on the Koenigin Luise, arriving at New York on Tuesday.

SUED FOR HALF A MILLION.

The hearing in the receivership case of the Universal Tobacco Co. will be resumed in Jersey City next Monday. The Supreme Court of New York has issued an order requiring Frank Tilford, or the firm of Park & Tilford, to show cause why he should not pay over to the directors of the Universal Tobacco Co. $500,000, constituting the profits on the sale of the Henry Clay-Bock Co. of Havany to the American Tobacco Co.

PHILADELPHIA LEAF MARKET

The past week has been decidedly dull. The Summer busiuess is about over and the Fall business is yet to begin. There is always a certain amount of talk preliminary to the opening of a recognized season in the leaf trade, and this talk at present is indicative of an active demand for all varieties in the near future.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

POSITION WANTED—To represent a Union Factory which makes medium grade goods, in Eastern States, New York and Ohio, on commission. Have large acquaintance among jobbing trade only. Address Box 33, care of The Tobacco World, Philadelphia. 8-19-1

SALESMAN WANTED—By large Philadelphia manufacturer of high grade Seed and Havana and Nickel Goods, for Philadelphia and vicinity. None but first-class well recommended man need apply. Address Box 32, care of The Tobacco World, Philadelphia. 8-19-1

FOR SALE.—Fifty (50) J. R. Williams Red Suction Tables, in good condition; will sell cheap. Address MACHINES, Box 62, care of The Tobacco World, Philadelphia. 2-18

FOR SALE—Second-hand cigar molds, presses and machinery. Large assortment. M GOLDENBERG, 400 East 78th Street, New York. 7-29-4

"Millions for Farmers" So Says Secretary Wilson, U. S. Dep't of Agriculture
TEXAS TOBACCO TRACTS
Write for Full Information to....
Exhaustive tests prove that the finest grade of... CUBAN LEAF Filler and Wrapper can be grown in East Texas on line of the
SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.
T. J. ANDERSON, General Passenger Agent, Houston, Tex.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in Leaf Tobacco
Lancaster, Pa.

J. W. BRENNEMAN,
Packer of and Dealer in Leaf Tobacco
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of High Grade Domestic
Cigars

Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 50,000 per Day. Prompt Shipments Guaranteed.

HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, Moundsville, W. Va.
Jobbers, Write for Samples.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

IRREGULAR PAGINATION

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

R. E. JACOBY

Wholesale Manufacturer of

High Grade Seed and Havana Cigars

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

Trade-Mark Register.

RUSALKAH. 14,153.
For cigarettes. Registered Aug. 10, 1903, at 9 a m, by The Bokhara Tobacco Co., Philadelphia, Pa.

ELLSWORTH. 14,153.
For cigars. Registered August 10, 1903, at 1 p m, by H. Epstein, Philadelphia, Pa.

J. L.'S 1412. 14,154.
For cigars. Registered August 11, 1903, at 9 a m, by Judah Levy, Philadelphia, Pa.

ISLEWORTH. 14,155.
For cigars. Registered August 12, 1903, at 9 a m, by M. Hernandez, Philadelphia, Pa.

WATCH WINNER. 14,156.
For cigars. Registered August 13, 1903, at 9 a m, by Kauffman Bros., Lancaster, Pa.

ZU ZU. 14,157.
For chewing and smoking tobacco. Registered August 17, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

THREE QUEENS. 14,158.
For cigars and cheroots. Registered August 17, 1903, at 9 a m, by Banham & Bro., Philadelphia, Pa.

CICOE. 14,159.
For cigars. Registered August 17, 1903, at 2 p m, by Henry Bernstein, Philadelphia, Pa.

REJECTION.
Hobby.

CURRENT REGISTRATIONS.

Isle of Pines, Edelstone's Endless, Simon Cameron, Stella Mae, La Fanatia, Atrevido, Whose, Regal Seal, Crimson Raven, Sarto, Pius X., King's Cup, Biga, Salvos, Comparable, Cozy, Duke de Morny, Ganges, Princely Emperor, Buffalo Ax, La Flor de Sausalito, Cayuga Pearl, Who Is She?, Bixum, Buffo, Trade Blast, The Shrimp Cigar, Ziz, Smokawile, Yale Lights, Eternal, Red Brick, Famavera, Orofama, Phil May, La Compania Espanola de Tampa, Col. William A. Washington, La Mutua, Fulkera, Kiskela, Woodcock, Moneytoburn, Amado Cuba, Grand Rally, Rally, Rally-Boys-Rally, Government Square-Cincinnati, Ohio, Half Spanish, Capt. Nemo, Billy Buck, C. S. F., The Kingsbridge Leader, New Russ House Favorite, Famarosa, Primosa, Municipal Flag, Milwaukee Flag, La Nomis, William S. Paley, Royal City, Olena, Lord Montrose, The North Side Cigar, Twirly Whirly, Kitty Rampone, Breezy Corner, Kounty Kouncil, Aquatic, Battiner's Little Traveler, Schilling's Blue Havana Rose, La Dua, La Bruna, La Reguladora, Lucy Lee, La Provo, Last Chance, El Manic, La Vencia, La Reina de Douglas.

York Co. at St. Louis.

Organization to be Formed that Creditable Showing May be Made.

York, Pa., August 17, 1903.

R. D. Zech is still buying up tobacco. In the past week he has shipped two carloads from York and one from Stoner's warehouse, near Hellem; also two from Muddy Creek Forks. This tobacco was shipped to Lancaster for a New York firm. Mr. Zech will shortly open a warehouse in York and put up a packing for another firm. He says the crop now growing in York County is the finest in many years, and so far free from defects.

If York County is not creditably represented at the St. Louis Exposition the fault certainly cannot be laid at the door of J. Stanley Winget, of the Winget Machine Company. All that any one man can do unassisted Mr. Winget has already done, and he now has attended to preliminaries so satisfactorily that it is up to the others interested in the trade to push the project along. Mr. Winget has already done more than his share, but his enthusiasm and energy appears to be inexhaustible, and he will continue to assist the enterprise in any way in his power. He has already received concessions of space, which will cost nothing, and has been to New York city and obtained estimates on fixtures for the display. The manufacturers exhibiting will be allowed to sell cigars, in original packages, on the fair grounds and to take orders for future deliveries. A meeting of town delegates will be held in this city soon to arrange the York County Cigar Manufacturers' and Leaf Tobacco Packers' Association. Mr. Winget has been notified that T. K. Bruner, superintendent of the special exhibits at the St. Louis Exposition, will visit York about the first week in September, and wants to meet the men interested in the York County display. Mr. Winget is anxious to have the association formed by that time. Concerning this matter the York Dispatch said in a recent issue: "This is the chance of a lifetime to show to the world what York County can do in the leaf tobacco and cigar manufacturing business. In years past there has been considerable prejudice against the cigars manufactured in the Ninth Pennsylvania revenue district, especially against the goods made in York County. There was a time, perhaps, in the cigarmaking business of York County that a lot of inferior goods were made here, but those days are past and gone forever, and today York County manufactures as good and as high grade cigars as are made in the entire United States.

Several cigar factories in the county are reporting the receipt of orders for holiday goods, and it is safe to predict unusually heavy orders for this class of goods in the near future.

The Keystone Cheroot Factory, in Hanover, was threatened one day last week by the burning of a near-by building. By strenuous efforts of the local firemen the cigar factory was saved.

David Forrey, the veteran manufacturer of chewing and smoking tobaccos, has a fondness for squirrels. A large iron cage has been erected in his yard in which about sixteen of the frisky animals can disport themselves.

The Court has confirmed the receivership of the Mt. Vernon Cigar Co., as well as the sale of the effects to Nathan Gladfelter for $30,000. Work has been resumed, and in a short time, doubtless, the factory will be running as heretofore.

The Collector of this district, H. L. Hershey, with several deputies, was on a tour of inspection of this county one day last week. The object of the visit was chiefly to enlighten several manufacturers regarding misinterpretations of revenue rulings.

R. M. Granat, of Gillen & Granat, has returned from a month's business trip to different points in the West.

Max Kalish, formerly superintendent of the Porto Rico Leaf Tobacco Co.'s factory in Red Lion, has opened a factory for himself in the same town, and is reported to be busy.

Visitors to the trade during the week were: Gus. Neuwahl, cigar broker, of Altoona, Pa., Wm. Pontz, leaf dealer, of Lancaster, Pa., E. Gallagher, cigar manufacturer, of Columbus, O., John Brand, of J. Brand & Co., Elmira, N. Y., and M. Hoffman, of Marietta, Pa.

Suit Brought in Frisco.

Tillman & Bendel Are Accused of Illegal Imitation.

Bureau of The Tobacco World,
230 California St.

San Francisco, Aug. 11, 1903.

Yesterday Sanchez & Haya, through Tillman & Bendel, the San Francisco distributers for that company, began suit against H. Rinaldo, a wholesaler of 20 Mason street, San Francisco, to restrain the latter from offering for sale goods bearing the name of L. Sanchez, which it is claimed, are put out in imitation of the well known Sanchez & Haya line. This movement has been in the air for a long while and it has been expected for several weeks that Tillman & Bendel would make a move in the matter. The complaint filed is supported by the

•HIGH-GRADE CIGARS•

Manufactured by

A. W. Zug,

East Petersburg, Pa.

We Employ No Salesmen

All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.

WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

IMPORTANT NOTICE

A recent threatening circular sent out to the cigarmakers of the country by the Miller, DuBrul & Peters Manufacturing Co. is a remarkable document. A **Valid** patent secures an inventor a **Monopoly** for seventeen years. For that time a valid patent is better than a **Trust**, because it is lawful. The gentlemen comoosing said company claim in their circular that, beginning 30 years ago, they have taken out 149 patents, but they don't state how many of the 149 are now alive. A patent issued 30 years ago has been dead for **15** years.

We made the same style of mold ten years ago that we are making to-day. Why do they resort to **Law Suits** at this late day? The answer is easy—Simply because their patents are no longer a protection! Congress gives an inventor **A Monopoly for Seventeen Years,** but only in return for his promise to let the public have free use of his invention at the end of that time. The Miller, DuBrul & Peters Manufacturing Co. has no live, valid patent to-day, and it does not want to keep its promises made to the people through Congress over 17 years ago. **It has no lawful Monopoly and so it is now hungry to be a Trust.**

After a "live and let live" career of thirty years, **it now proposes to kill off competition by using the courts as a club.** It wants to use **Injunctions** and in this way gain the power of a **Trust.** The cigarmakers know the class of people who **Resort to Injunctions.**

The Trust will push the price way up and force you to pay it. No injunctions will be issued against us. **We have made the Best Cigar Mold on the market for years, have infringed no patent, and won't be bluffed out of business. We are in business to stay and will fight any suit brought against us, and we will protect all users of our Molds.** We have employed the best legal talent to protect us and to save the public from the forming of this Trust, and we propose to see that Messrs. Miller, DuBrul & Peters keep the promises they made to the people at the time their patents were granted.

To our customers we say: Stand pat. Don't w o rry. Send all threatening notices you receive to us, and we will put them to good use.

The STERNBERG M'F'G CO., 1702-12 W. Locust St., Davenport, Ia., U. S. A.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of *Nashville, Pa.*

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of **UNION-MADE CIGARS**

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. AKRON, PA.

A sure cure for Dry Cigars and Tobacco.

A sure for fowl, Sponge, Cotton and Felt.

The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.

Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock.
No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities.
No. 3 for tobacco pails. No. 4, Pans 14x11x2½ to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 9x7x17 for each wall case shelf; 8x11x30 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.

O. R. RICE & CO., 103 East 14th Street, NEW YORK.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON,
Factory Representative for Penna.
1133 Ridge Avenue, Phila.

Busted
The insane idea that no one but the Trust can manufacture tobacco, or that nothing else will sell. Our goods are right, and the man behind the counter can sell them against all others.
Wake Up from Your Lethargy
with a smile; you are not dead, only the Trust squeezed you rather hard.
It Will Revive You if You Sell Our Union-Made Goods.
TAYLOR BROS. TOBACCO CO.
INDEPENDENT TOBACCO MAKERS
Reading, Pa.
5 UNION FACTORY

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.; Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf **Tobacco**
East Petersburg, Pa.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST **Lithographers,** CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

affidavit of C. H. Schmidt, vice president and general manager of Tillman & Bendel's wholesale store in San Francisco.

The leaf tobacco trade of San Francisco reports a quiet week, with few, if any, movements of importance to chronicle. The wholesale section of the tobacco trade seems to be in good condition, though many complaints are heard about difficulties in getting certain siezes and colors, which happen to be in particularly good demand. Jobbers, in most instances, are holding up well, and indications point to a continuance of a healthy demand.

A Goldberg, of Conradi & Goldberg, leaf dealers on Montgomery street, who has returned from an outing spent at San Luis, Obispo, and Paso Robles, California, is now getting ready for the regular fall business. Conradi & Goldberg are getting in some nice shipments of Sumatra and Connecticut leaf.

Eugene Kohlberg, of Kohlberg & Co., has returned from Paraiso Springs, where he spent several weeks in enjoying himself.

The branch store of the M. Blaskower Company at the corner of Geary and Kearny streets is having a good run on Nathan Hale 5-cent cigars, and on Mogul Egyptian cigarettes. Good displays have been made this week on each of these lines. The main store of the company on Montgomery street is filling some very nice orders on the Lords of England imported line of Havana cigars, which are now becoming very popular with the fashionable clubs of San Francisco.

J. M. Boas, a Montgomery street cigarette dealer, reports a good trade in Turkish and Egyptian cigarettes. He is showing a neat line of cigarette tobaccos in his windows.

John Anderson has removed his cigar stand from the corner of Montgomery and Commercial streets to 422 Montgomery street, just one block south of the old stand which he had occupied for many years.

M. A. Gunst & Co. are selling all the General Arthurs that they can get hold of. With these people the cigar and tobacco traffic is heavy, even during the midsummer months. M. A. Gunst, head of the house, has now arrived in the United States and will probably find his way to San Francisco before the end of the month. He is considerably improved in health.

S. Bachman & Co. got in a big shipment of Renown cigars to-day and all hands are busy taking care of them. They are doing a land office business in the matter of sales on this particular line, which has been well advertised by the various and handsome gifts which are disposed of in connection with it.

Tom Dean, of the Cuban-American Manufacturing Company, with headquarters at 41 Beaver street, New York, is in San Francisco, looking after the company's connections here. The Flor del Fumar line of imported goods, manufactured by this company, is handled by Goldberg, Bowen & Co. on Pine street, and is one of the well established lines of imported goods sold here.

Gus England is constructing a cigar store and club room at Camp Monterey, Monterey, Cal.

C. J. Castillo, of Tampa, is now in Salt Lake City, and reports that the tobacco trade is good all over the country, and that the market for Cuban and Tampa tobacco is especially active.

C. C. Van Amburg has succeeded Van Amburg & Hildebrand in the cigar business at Tacoma, Wash.

J. O. Manu, for eleven years head salesman for Show & Hunt, of Santa Barbara, has been, owing to a disease of the eye, forced to leave his position. Mr. Mann has started a cigar stand at 817 State street.

Joseph Rosenberg, formerly conducting a wholesale and retail cigar and tobacco establishment at Seattle, Wash., is about to discontinue his wholesale business, but will continue the retail department.

Improvements are under way at the cigar factory of H. Schulze, on the corner of Second and F streets, Eureka, Cal. The retail portion of the store will be greatly enlarged and modern fixtures will take the place of the old.

The stock of cigars and tobacco which remained in the Congress Cigar Store, Santa Barbara, Cal., at the time of the death of Dan Mattin, the proprietor, was sold to-day at public auction under the direction of Public Administrator Ruiz.

Dwight Farmworth, formerly of Los Angeles, Cal., who went to Cuba recently and purchased a tobacco plantation, has returned to California to-day.

Lee Marx, who has been conducting a cigar and tobacco store at 612 Riverside avenue, Spokane, Wash., has opened a branch cigar and newsstand at the new Hotel Victoria.

Ed Switzer, has purchased the cigar and tobacco store, opened last spring at Pendleton, Ore., by Boettcher & Clark, and which was operated under the name of Clark & Co.

Will Synnot, a part owner in the El Fronterizo Cigar Company, of Bisbee, Ariz., has absconded, leaving behind him a shortage of about $275. It is supposed that he has gone to Mexico, and his partner, John Dugan, has not decided whether to try to bring him back.

Mr. Messner, who recently purchased the El Tropico cigar factory, at Bisbee, Ariz., has executed a United States bond in the sum of $6000 for the privilege of conducting the business.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories: *YORK and YOE, PA.*
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"ENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—*the* Bear Brand—*the* Cub Brand—*the* Essie Brand.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

LA UNION CIGAR CO.

Hanover, Pa.
Manufacturers of
High Grade Union Made
Cigars
SPECIAL BRANDS:
ALEX WILSON—ten sizes;
MINERS' VICTORY, PRIMO,
LITTLE PEDRO, and
LA UNION CROOKS.

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced **Cigars**
Red Lion, Pa.
Remember—the MELODIOSO is Our Leader.

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE
Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,

Packers and Dealers in Leaf Tobacco

105 S. George St., YORK, PA.

Walter B. Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of Leaf Tobacco

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.

Packers of Leaf Tobacco

James and Prince Streets,

LANCASTER, PA.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. ☞Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

A. J. HINSEY,

Manufacturer of

Fine Havana and Domestic CIGARS

For Wholesale and Jobbing Trade Only. Correspondence solicited. Akron, Pa.

E. B. STONER,

Packer of and Dealer in

PENNA. LEAF TOBACCO

Hellam, Pa.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

Congressman Henry, of Rockville, accompanied by Thomas F. Tracy, of Poquonock and Superintendent Brothers, of the Dunham Hosiery Company at that place, made a trip of inspection through various tobacco growing sections last week. The party drove through Windsor, Windsor Locks, Suffield, East Granby and Bloomfield, and called upon many farmers.

Congressman Henry said that upon the whole the conditions were more favorable than he had supposed and that he was pleasantly impressed with the outlook. All the statements agreed that the leaf had greatly improved during the past 10 days, and that much depends on the weather for the next two weeks. The situation at Suffield was not favorable. President Edmund Halladay, of the New England Tobacco Growers' Association, told Mr. Henry that the crop in Suffield wouldn't exceed half of an average crop. The situation in Windsor, Windsor Locks, East Granby and Bloomfield was more satisfactory, and many excellent fields were inspected. Ex-President H. S. Frye, of the New England Tobacco Growers' Association, was seen at his home in Windsor, and expressed very hopeful feelings. He thinks that if the weather is favorable for curing after the leaf has been put in the sheds the crop in the Windsor district will be very satisfactory.

During the past three days the harvesting of the early tobacco has been pushed. But the large part of the crop is late. Mr. Henry will make more tours of inspection, as he is greatly interested in the tobacco industry.—Hartford Times.

BALDWINSVILLE, N. Y.

The local market remains quiet with no sales reported during the past week. Some of the local buyers have been riding, but so far as can be learned no purchases have been made. The growing crop continues to attract attention and the indications are that this year's crop will be a paying one to the growers.—Gazette.

EDGERTON, WIS.

The unseasonably cold weather is delaying the development of the growing tobacco crop and causing quite a little uneasiness among growers. Under ordinary conditions the harvest would be well under way at this date, whereas it has just started in most instances. The continuous cool weather brings about slow maturing of the fields and though the later tobacco is making growth the time required between topping and ripening will necessarily prolong the work of harvesting well toward the frost limits unless weather conditions improve. Reports reach us that severe storms in the Vernon county district last week wrought some damage to the growing fields.

Old goods are receiving but little attention in the market at present. We learn that the packing of Thayer & Rowe at Janesville, of some 300cs, has been sold.

Shipments, 400 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

The market has been quiet and easy and in buyers' favor. Offerings consisted nearly all Leaf, only an occasional hogshead of Lugs, which were strong at 4¾ to 5½c for Common to Good.

QUOTATIONS

Leaf-Short dark: Common, 5½ to 5¾c; Medium, 5¾ to 6¼c; Good, 6¼ to 6¾c.
Leaf—22 to 26 in.: Common, 6 to 6½c; Medium, 6½ to 7c; Good, 7 to 8c.

Cigar Leaf, 7½ to 9c; fillers, 5 to 5½c. There are 3 hhds. double old Lugs, leafy and sweated, good stogie fillers, 5c.

The crop in field looks fine, cutting will begin next week. No worms.

Receipts for the week, 155 hhds; for the year, 11,060; Sales for the week, 148 hhds; for the year, 8,912; Offerings, 120; Rejections, 50.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 56 hhds.; Offerings on the breaks 43 hhds.; public and private sales 89 hhds.

Offerings consist entirely of medium and the lower grades of Leaf, with a few Lugs. The market is dull and quiet, with no animation; and for several weeks prices have had a steadily easing tendency.

Since last report we have had several light showers over small areas; which have been of some benefit, where they fell, to the late plantings.

QUOTATIONS:

Low Lugs	$3.75	to	$4.25
Common Lugs	4 25	to	4.75
Medium Lugs	5.00	to	5.25
Good Lugs	— —	to	— —
Low Leaf	5 00	to	5.50
Common Leaf	5.75	to	6.50
Medium Leaf	6.75	to	7.75
Good Leaf	8 00	to	9.00

Phones: { Keystone, 65-64A Main Bell, 62-39A

M. Kaufman & Co.

Manufacturers of Union Made

Turkish Cigarettes

504 S. Fifth St., Phila.

Special Brands:

MUNJURA, MATCHAKA, MIENAS.

Manhattan Briar Pipe Co

Manufacturers of

Briar and Meerschaum Pipes

Importers of

SMOKERS' ARTICLES

Salesroom, 10 East 18th St. NEW YORK.

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of

Fine and Common Cigars

Established 1890.

Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ

Manufacturer of High Grade

EGYPTIAN CIGARETTES

74 Wooster Street NEW YORK

Traveler-Cork Tips. Planet-Gold Tips
Planet-Plain Tips. Planet-Cork Tips

KLEINBERG'S

Chico CIGARS

AGAIN ON THE MARKET.

A Better Cigar than ever, and Selling Faster than ever before.

M. KLEINBERG,

Manufacturer.

219 N. Second Street, Philadelphia.

PATENTS

promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo. for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. Address,

H. B. WILLSON & CO. Patent Attorneys

774 F Street, N. W., WASHINGTON, D. C.

DETROIT AND BUFFALO STEAMBOAT CO.

QUEENS OF THE LAKES

Steamers Eastern States and Western States

$3 SAVED TO ANY POINT WEST

Lv. BUFFALO daily 5.30 P. M., ar. DETROIT 7.30 A. M., connecting with all trains West and D. S. C. for Michigan resorts. Lv. DETROIT daily 4.00 P. M., ar. BUFFALO 7.30 A. M. Fare: $3.50 one way, round trip $5.00. Berths $1.00 and $1.50 rooms $2.50, parlors $3.00 each way. Week End Excursions DETROIT and Return, $2.50. Send 2c. for illustrated pamphlet. Address A. A. SCHANTZ, G. P. T. M., Detroit, Mich.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending Aug. 15, 1903.

Ponce.—L. Blumensteil & Co., 351 bales leaf tobacco.

Rotterdam.—A. E. Outerbridge & Co., 3 cases cigars.

Havana.—James E. Ward & Co., 1 case cigarettes.

SUMATRA TOBACCO.

Str. Ryndam, arrived Aug. 10:
(228 bales, 61 cases)

Rothschild & Bros.	69 bales
H. Duys & Co.	49 "
A. Cohn & Co.	40 "
E. Rosenwald & Bro.	28 "
Joseph Leopold & Son	24 "
United Cigar Mfg. Co.	13 "
S. Dresdner	5 "
L. Loeb & Co.	32 cases
Joseph Hirsch & Son	21 "
Hilson & Co.	8 "

HAVANA TOBACCO.

Str. Havana, arrived Aug. 11:
(2,697 bales leaf, 77 bbls. leaf, 92 bales fillers, 131 pkgs. fillers, 13 bbls. fillers, 10 bales stripped fillers.) Leaf

I. Bernheim & Son	1,057 bales
James E. Ward & Co.	910 "
A. Pazos & Co.	134 "
Garcia & Co.	121 "
E. Regensberg & Sons	100 "
Weil & Co.	86 "
Brown Bros. & Co.	76 "
Sartorius & Co	61 "
Bondy & Lederer	50 "
B. Diaz & Co.	27 "
M. Uthah & Co.	20 "
E. Pascual & Co.	20 "
Carl Upmann	15 "
G. W. Sheldon & Co.	10 "
J. W. Merriam & Co.	10 "
James E. Ward & Co.	30 bbls.
Hamburger Bros. & Co.	29 "
Garcia & Co.	18 "
	Fillers
S. L. Goldberg & Son	43 bales
Leonard Friedman	25 "
S. Ashner	15 "
R. M. Blake & Co.	9 "
American Cigar Co.	90 pkgs
S. L. Goldberg & Son	29 "
Hilson & Co.	12 "
Hinsdale Smith & Co.	13 bbls. Stripped Fillers
Yocum Bros.	10 bales

Str. Monterey, arrived Aug. 15:
(158 bales leaf, 102 bales fillers.)

James E. Ward & Co.	128 bales
J. W. Messiom & Co.	21 "
M. Stachelberg	9 "
J. Rossin & Sons (Fillers)	102 "

HAVANA CIGARS, Etc.

Str. Havana, arrived Aug. 11:
(196 cases cigars, 328 cases cigars and cigarettes.) Cigars

Havana Tobacco Co.	163 cases
Order	6 "
Acker, Merrall & Condit	5 "
G. S. Nicholas	5 "
Calixto Lopez & Co.	4 "
Park & Tilford	4 "
L. J. Spence & Co.	2 "
Canadian Pacific Railway	2 "
W. O. Smith & Co.	2 "
National Cuba Co.	2 "
Charles H. Wyman & Co.	1 " Cigars and Cigarettes
James E. Ward & Co.	328 cases

Str. Monterey, arrived Aug. 15:
(19 cases)

James E. Ward & Co.	11 cases
L. J. Spence	5 "
G. W. Sheldon & Co.	3 "

PORTO RICO CIGARS.

Str. Ponce, arrived Aug. 10:
(84 cases, 1 trunk.)

American Tobacco Co.	49 cases
Durlach Bros.	8 "
P. H. Petry & Co.	5 "
F. Bonilla & Co.	5 "
Order	4 "
F. Rucabado	3 "
Detord Co.	3 "
Victor Malga & Co.	2 "
L. Daussa & Co.	2 "
A. S. Lascelles & Co.	2 "
Cuban & Pan-Amer. Ex. Co.	1 case
Cuban & Pan-Amer. Ex. Co.	1 trunk

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

NOTICE to JOBBERS

In the U. S.

WE INVITE

Confidential Bids

On any and all Popular Brands of

Cigars---Cigarettes---Tobacco

To be sold exclusively at Retail in New York City

We Are Open To-day For

3 Million Cremos

Wire or Write us your Confidential Price

----TO-DAY----

United Cigar Stores Co.

112 West Forty-Second St.

NEW YORK CITY

J. E. SHERTS & CO.

Manufacturers of

High-Grade Seed and Havana CIGARS

Lancaster, Pa.

E. E. Weaver

Manufacturer of Fine Cigars

TERRE HILL, PA.

Orders from the Jobbing Trade Solicited. Shipping Station, East Earl.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

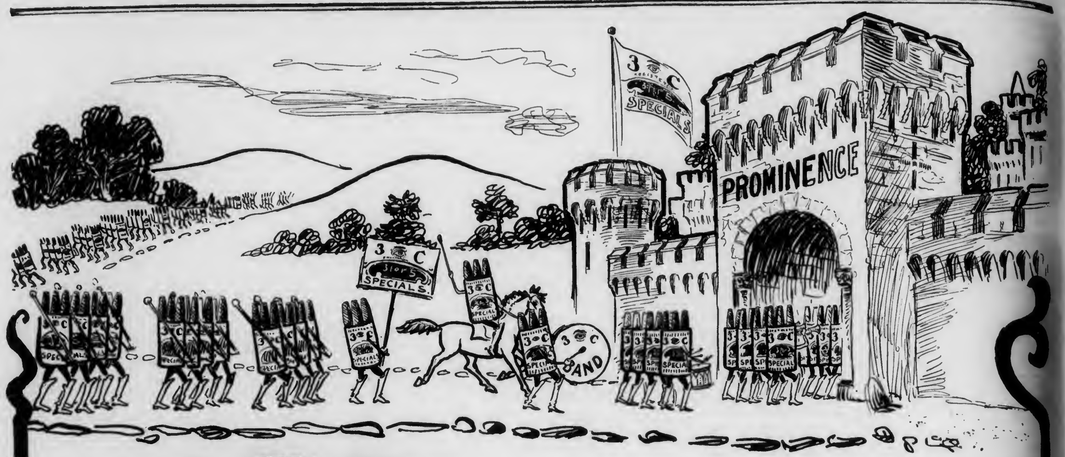
Cigars

Strictly Union-Made Goods. Denver, Pa.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic Cigars

Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.



THREE SEE! REGISTERED.

3 for 5

SPECIALS

Marching Into Prominence

A Postal Card will Bring
Sample and Price. . . .

To Jobbing Trade Only

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El Dorado de Habana
CIGAR
Reading, Pa.

Correspondence with the Wholesale and Jobbing Trade Invited.

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MANUFACTURER OF
Sweet Damsel, D. & S.
High Grade Medium Priced
Cigars
For the Wholesale and Jobbing Trade.
Correspondence invited.

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MANUFACTURERS OF
High Grade Union-Made Cigars
No. 14 North George St. *York, Pa.*
UNION PLANTER 5-cent Cigar is Our Leader.

Bogus "Key West" Cigars.

The Chamber of Commerce of Jacksonville, Fla., has had several meetings, at which progress has been made towards formulating laws for the prosecution of firms infringing on the name of Key West in the manufacture of cigars. The recent frauds discovered by the Government have stirred the citizens there to protect the local cigar industry. Injunctions will be sought against cigar box factories labelling boxes for parties that do not manufacture cigars in that State.

Duty on Smuggled Cigars.

The arrest of J. C. Brinson in Savannah for collusion in smuggling Cuban cigars has brought out some interesting facts not complimentary to some of the business men of the South, as well as of the North. Brinson, it appears, did not smuggle the cigars, but he sold them after they were smuggled. He had regular customers, and a partial list of these he furnished to the District Attorney. It was then announced that the only way these customers could escape prosecution was to pay the duties at once on the cigars. Many prominent men, whose names were before unknown to the prosecuting attorney, called and paid the duties, one merchant paying $12,000.

Business Changes, Fires, Etc.

Colorado.

Silverton—Poor, Geo. & Bro., cigars, etc., succeeded by G. L. Anderson.

Kentucky.

Henderson—Richards Tobacco Co., manufacturers, sued for appointment of a receiver.

Massachusetts.

Pittsfield—D. J. Curran, cigars, chattel mortgage, $800.

Michigan.

Jackson—M. G. Loennecker, cigar manufacturer, closing out.

Lansing—Capital Cigar Box Co., bill of sale, $600.——C. E. Shorts, cigar box manufacturer, two chattel mtges., $450.

Minnesota.

Lake Crystal—Miller & Swenson, cigar manufacturers, moved to Waterville.

Minneapolis--Achard-Totten Cigar Co. (not inc.) chattel mortgage, $200.

Nebraska.

Humphrey—Henry Kersch, cigar manufacturer, bill of sale, $967.

North Carolina.

Smithfield—Skinner & Ragsdale, tobacco warehouse, succeeded by Skinner & Patterson.

Ohio.

Akron — Metsger & Brittain, cigars, etc., succeeded by John A. Brittain.

Glandorf—E. J. Ossege, tobacco, etc., sold out.

Toledo—Alter Bros., George B. Alter, individually, cigar manufacturers, real estate mortgage, $1,500.

Wisconsin.

Milwaukee—Gottlieb Oberwetter, of G. Oberwetter & Son, cigar manufacturers, dead.

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"PREMIOS"	"PEOLA"	"TURCO"	"FLORODORA" (3 for 10c)
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"LA BELLE CREOLE" (10c)	"COLUMBIA" (10c)	"CONTINENTAL" (10)	"PIONEER"
	"DOWLEDO"	"DETROIT FREE PRESS"	

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?

(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3.00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000.00 in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000.00 "
To the	5 persons whose estimates are next closest	($1,000.00 each)	5,000 00 "
To the	10 persons whose estimates are next closest	($500.00 each)	5,000.00 "
To the	20 persons whose estimates are next closest	($250.00 each)	5,000 00 "
To the	25 persons whose estimates are next closest	($100.00 each)	2,500.00 "
To the	50 persons whose estimates are next closest	($50.00 each)	2,500.00 "
To the	100 persons whose estimates are next closest	($25.00 each)	2,500.00 "
To the	2,000 persons whose estimates are next closest	($10.00 each)	20,000.00 "
To the	3,000 persons whose estimates are next closest	($5.00 each)	15,000.00 "
To the	30,000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2.50 per box)		75,000.00
	35,213		
	35,213 persons		***$142,500.00***

Every 100 bands from above named cigars will entitle you to four estimates.

[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates.]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445, 95,483	August	483,551,833	485.441.753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800,523	575,804,470
April	427,952, 58	481,870,212	516,835,163	October	532,205,063	574,551,047	628.881,303
May	456,309.855	553,187,580	523,035,907	**NOV.**	**508,258,250**	**529,308,500**	**562,444,393**
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.

Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after December 1st, 1903, as the figures are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands. Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue.

Handsomely illustrated 80-page catalogue (page size 7 in. x 10 in.) showing all the Presents exactly as they are, and with beautiful embossed cover lithographed in ten colors and gold, will be mailed to any address upon receipt of ten cents, or ten tags, or twenty cigar bands.

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KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
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145

Water Street,

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Published Every Wednesday
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Register Your New Brands
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The Tobacco World

Where they Will be Seen by the Entire Trade.

The fee for registering is $1.00 for each trade mark. The usual charge of 25 cents will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

On a False Scent.

THE meddlesome old women are at it again, but this time they are on a false scent. In the course of its travels the fake story about government experiments to ascertain the effect of tobacco on a number of young men reached Nebraska and stirred up Mrs. M. B. Roberts, superintendent of the "department of anti-narcotics" of the W. C. T. U. of that state; and she immediately announced that she would appeal to the national W. C. T. U. organization "to protest against such an inhuman experiment." As a matter of fact, no such experiments were ever intended, the story having its origin in the imagination of some newspaper man.

Preventing Pilfering.

FEW smokers who buy cigars by the box feel safe in leaving partly filled boxes where access to their contents can be had by servants or other employes or other people. Under the present method of packing cigars, it is an easy matter for a servant, or other person, to abstract a cigar or two from the box every day without detection, but such a systematic thievery is prevented by a system of packing recently invented. By this system the cigars are placed in loops on a paper ribbon long enough to hold fifty or a hundred cigars and are then placed in a box. Each loop is numbered, and the owner can tell, if he remembers the number of the last loop from which he took a cigar, whether there has been any pilfering since then. The system is fairly ingenious, but protecting the cigars with a good strong lock is fully as effective, even if old fashioned.

Platitudes About Tobacco.

HIRAM S. HEWITT once said about Grover Cleveland that he was the greatest creator of platitudes since George Washington, and now the esteemed Philadelphia Public Ledger, trying to create a reputation in the same line, counsels its readers as follows:

"Do not smoke if the results are harmful."

We could go on and multiply wisdom of this sort indefinitely. Do not eat unripe watermelons in summer if they disagree with you. When swimming do not keep your head under water when you find it necessary to take breath. Do not indulge in alcohol to excess if you find that total abstinence is absolutely necessary. And so on and so on.

Neither the Ledger nor any of the rest of us, no matter how wise and moral we may be, can throw at best very much new light upon this nicotine business. Perhaps as sensible a thing as can be said is that every one must settle the question for himself, but even that simple saying is not always true, and it is as far from being new and original as anything that can be imagined.

How Many in a "Box"?

IN Chicago not long ago a doctor sued a cigar manufacturer for professional services and the defense was that the bill had been paid in trade, the defendant having furnished the plaintiff with a "box" of cigars every week. The doctor denied having received any cigars. The justice remarked that no man, especially a doctor, would want a whole box of cigars a week. Judgment was ordered against the cigar manufacturer. Evidently the Chicago Chronicle, which publishes an account of the trial, has a court reporter and a copy-editor who don't know much about cigars, for the account says that the defendant claimed to have brought the physician "a large box of Havana perfectos each week for twenty-eight weeks, the cigars being worth $3.50 per box." A "large box" of cigars is usually understood to be a box containing 100 cigars, but Havana perfectos at $3.50 a hundred are rarely found. If the boxes were boxes of fifty cigars the judge must have had a pretty low estimate of the average man's ability as a consumer of tobacco. All of which goes to show that newspaper men don't know quite everything and that even for judges on the bench there may still be something to learn.

Wooden Indians.

TO some men tobacco is so much fuel which stimulates their wits and seems to enable them to run their mental machinery at a better speed than they can get without it. Others, by devoting a large part of their strength to the consumption of tobacco, are able to get along with very little other outlet for their energies. It is the busy man's stimulant and the lazy man's helper.

It does not make homes wretched and ruin families as rum often does. Indeed, in so far as it soothes irritation and induces contentment, it makes for domestic happiness. Some great modern workers of supremely active minds—as Gladstone, Charles A. Dana and Roosevelt—have not been smokers. Others have. Bismarck was a constant smoker. General Grant smoked all the time when his mind was most occupied. DeWitte, the famous Russian minister of finance, has been described as smoking cigarettes incessantly over his work. Most artists smoke; tobacco seems to stimulate the imagination. Most writers smoke, though Mr. Howells doesn't, and Dr. Holmes finally abjured tobacco and denounced it as a thief of time. Tennyson's clay pipes and Kipling's briar tell of the tie between tobacco and poetry. Stevenson's cigarettes may have shortened his life, but it was a frail life at best.

Among the financiers there is that prodigious worker Mr. Morgan, an earnest consumer of long black cigars much vaunted in the newspapers. How about Mr. Harriman, Mr. George Gould, Mr. Cassatt, Mr. Belmont? We guess they all smoke a good deal—all they dare—and somehow we guess Mr. Rockefeller doesn't and never did. He doesn't have to, and probably nowadays tobacco would disagree with him. In the Wall street district there is a pretty large and steady consumption of pretty good cigars. The tension is high there. Nerves need steadying, and there is no part of the country, not even Park Row, where imaginations are more active.

Maybe the world would be happier if beverages did not intoxicate, though we are not so conclusively certain of that as many good people are. But would it be happier without tobacco? Charles Dudley Warner once said that he would think tobacco was the root of all evil if it were not for what he knew of the Romans, who didn't have it. It is a new thing, comparatively, and in spite of its abuses, and of the oafs who bring lighted cigars into public conveyances, and of persons who know no better than to smoke when they are driving or walking with ladies, and of all other persons who smoke at the wrong time or in the wrong place, and of the high price of good cigars and the badness of all cigarettes, for our part we like the world better since it added wooden Indians to its population.—Harper's Weekly.

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217 N. THIRD ST., PHILADELPHIA.

THE REALM OF THE RETAILERS

Unity by Contrast.

COLOR CONTRASTS in store and window displays are often utilized by decorators to bring out the features of the articles shown. It is a recognized fact that the best displays have some one central idea, aside from the goods themselves, of attracting trade. Some feature of the goods themselves that recommends them to the eye of the prospective purchaser is the point that should be brought most prominently into the foreground.

A window display is a picture with a purpose. In great paintings there is always a central idea or story expressed, and the work is, to a degree, good or otherwise in proportion to the force and clearness with which the story is brought out, and to the adequacy of the idea itself as a motive of human interest.

All this is true in, perhaps, a modified degree with a window or counter display. It must be pointed with a purpose, must be unified, so as to convey the impression desired. In whatever direction we go we come in contact with the principle of concentration.

* * *

Ambition and Common Sense.

These men who attempt to overstep the laws of accumulation and tested business forget not only those laws but attempt to make new ones. Besides that, they forget another thing, and that is, the easiest and most profitable thing to do is that which lies in sight at the present time. Rather than jump over the present and go grabbing around in the dark bag of the future it is more profitable to take what is placed in sight to use.

The retailer in the town of three hundred is necessarily compelled to do business in a different way than the one in a town of three thousand, as also the latter cannot do as though he commanded the patronage of a thirty thousand community. When environment and possibilities are thrust aside and mere ambition is the guide in forcing business, trouble will come with certainty. The ambition is a laudable thing, but a common-sense tail hitched to such a kite will enable the sailing to be made with more grace and the lighting with less smash.

It is well that a man thinks where he should be in business two, five, ten, or more years hence, and it is well that he should plan thoroughly to reach his set goal, but he must not forget that the more he receives in anything the more he must pay for it, and the faster his receipts, the faster his expenditures of energy of all kinds, whether represented by dollars or other valuable assets.

* * *

Drugged by a Robber.

A very clever swindling scheme was recently carried out in a small town in the East, which worked successfully, and, as it is very apt to be tried by other thugs, it is well for the dealer to have his employes prepared for such an emergency.

A man entered a store where one lone woman was in charge, and endeavored to sell her some headache remedies. As she did not respond readily and refused to purchase from the solicitor, he persuaded her to apply a little of the lotion to her forehead. The lotion turned out to be a very strong drug, and almost immediately the woman was overcome with dizziness and collapsed into a state of semi-consciousness.

The solicitor immediately proceeded to rifle the cash drawer, and got away with all the money in the till.

* * *

Keep Capital Moving.

There is no special credit in selling twenty-five thousand a year with a stock of ten thousand. The hard thing is to sell fifty thousand with a stock of ten thousand.

It can be done, but only when one works to the end of keeping every dollar on the turn all the time.

When to save a trifle in cost or to indulge his vanity as a "big buyer," one buys ten dollars' worth of an article of which five dollars' worth is normal stock, he draws five dollars from the turning part of his capital.

By putting that second five dollars into something not now carried, he could have doubled his sales with no greater investment. Surplus stock on the shelf or in the storehouse can in no manner increase sales.

This is the true policy as we see it:—Buy of each article the smallest possible lot that will enable you to take care of your trade. As fast as money comes in, reinvest it either in new lines or in new goods in old lines, so that no share of your capital lies idle on the shelf.—St. Paul Trade.

* * *

Bookkeeping.

Here is where the merchant who has the administration of his store to look after personally often falls down. Many of them do not keep books which tell the story. A northwestern retailer who went to the trouble of learning double entry bookkeeping says he has already saved several hundred dollars through it in three years. His business is not large but he finds that a good system is a money maker even in a small business.—Commercial Bulletin, Minneapolis.

* * *

Show Card Suggestions.

A business built upon the methods I pursue must succeed. The world will never turn backwards.

Are you going away from here? If so, we have something to say to you—VACATION REQUISITES.

Price difference is the only difference between our cigars and many higher priced ones.

If you can beat these cigars at these prices we will not expect your trade. But, before deciding, try them.

• • •

Freak Advertising.

In looking over a western newspaper recently we came across a freak ad that is something of a novelty. At the top of a two column, six inch space, the following note was printed: DO YOU NEED $5? IF YOU DO HOLD THIS TO THE LIGHT. The remainder of the space was blank. Upon holding the paper to the light, the ad of a clothier appeared calling attention to $15 suits selling for $10. The type in the ad was reversed on the other side of the paper to make it read properly when held to the light. This sort of an ad would undoubtedly attract some attention. Perhaps it might be remembered after an ordinary ad was forgotten.

• • •

Gifts to Customers.

A St. Paul merchant who conducts regular weekly sales adds to their interest by giving a prize each week. Every customer on a sale day is given a numbered sales-check and corresponding numbers are put in a large glass globe. On the following day the tickets are well shaken up and a blindfolded child draws one of them. The number of the ticket drawn is published in the merchant's ad in the daily papers and the person holding the sales-check corresponding to the number drawn, receives a prize.

• • •

Economy.

The meaning of the word economy is often misunderstood. If you can make an expenditure of fifty dollars return a good profit, wouldn't it be better economy to spend a hundred dollars and double profit? Economy, then, means the using of money to good advantage. The directors of a certain railroad system replaced the general manager because they thought he was spending too much money. His successor retrenched and dividends increased of a while. In the course of a few years the road was so run down that it had practically to be rebuilt. Was that economy?

* * *

A Facetious Tobacconist.

In Birmingham, England, there is a facetious tobacconist who evidently realizes the value of advertising by means of an odd and striking sign. In front of his place of business is the following startling bulletin:

Pipes to hit.
Tobacco to burn.
Cigars to light.
Cigarettes to kill.
At prices that will paralyze you.

* * *

Plain Talk to Salesmen.

You may be the sharpest and the brightest and the smartest salesman in all the country around; you may be able to handle customers with an ease and a certainty which others lack; you may know goods from the one end to the other; but so long as you think you have reached a limit, or so long as you think you can proceed with any sort of conduct you please when you are not actually engaged at the store, you will sooner or later find out your mistake and will be distanced by some of the clerks who are naturally not so brilliant as you and for whom you may now have a certain amount of contempt because of their shortcomings of ability and brain.

The clerks of the country may as well remember that the race is not always to the swift. When swiftness necessitates breaking the laws of right conduct you can always rest assured that you will pay the price, and pay it well and dearly. The business man is not looking after your moral conduct for the sake of your soul, but he is looking after it for the sake of the business which he entrusts to your hands.—Farm Machinery.

* * *

A New Coat of Paint.

Clean, bright paint isn't such a bad advertisement in itself. Every one likes to see new paint. It's good outside of the store—makes the place look prosperous, and that helps. On the inside, new paint makes the store look clean, and that helps too. Any time is a good time to paint, but the very best time is just as soon as your store needs it.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1884.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
THE TOBACCO WORLD

Capacity, One Million per Week.

Correspondence with the Jobbing Trade solicited.

The Best Union-Made Five-Cent Cigar in the Market.

Union-Made
All Sizes

Union-Made
All Sizes

M. Steppacher, Reading, Pa.

A Winning Proposition
That is what you will find in the
HES-RA
The Latest and Best
Egyptian Cigarettes
on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.
M. G. Hollis & Co.
Manufacturers,
READING, PA.

G. M. Wechter, *Established 1883*
Manufacturer of
Cigar Boxes
GOLD LEAF PRINTING a Specialty
Akron, Pa.

F. W. Dohrmann. [Estab'd 1873] Theo. S. Dohrmann.
F. W. Dohrmann & Son,
Packers of Cigar Tobacco
Packing Houses: Covington, O. Gettysburg, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.
Redryers of Burley Tobacco
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.
Samples forwarded on application.
Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

THEIR POSITION EXPLAINED.

Calixto Lopez & Co. Issue an Answer to Inquiries by Dealers.

New York, Aug. 19, 1903.

To the Editor of The Tobacco World,

Dear Sir:—We have received inquiries from various cigar dealers throughout the country and Europe asking us to explain our position as independent cigar manufacturers, inasmuch as they failed to see our Eden brand or the name of our firm mentioned in a circular purporting to be issued and distributed by H. Upman & Co. of Havana, as representing the interest of all the independent cigar manufacturers of Havana as per agreement signed by all of them.

In order to clear up any possible misunderstanding, and as an answer to all similar inquiries, we desire by means of this published statement to say that the assertions contained in the said circular, to the effect that a certain agreement had been signed by all the independent manufacturers, are inaccurate and misleading. It is not true that any such agreement has been signed by all of the independent cigar manufacturers of Havana, inasmuch as, to our knowledge, several of them have refused to sign such an agreement, and we, for one, have not signed the same.

Our first reason for refusing to sign the said agreement was because its operation was intended only for the German market, and our second and main reason was that we prefer to continue giving our business our personal attention, and were unwilling to give up its control to any combination or trust of any sort.

That is the reason why we refused to sign the said agreement, and the reason why we still remain absolutely independent.

Respectfully,
CALIXTO LOPEZ & CO.

PRISON-MADE CIGARS.

Claiming that the conditions under which cigars are made at Marquette (Mich.) prison threaten the public health, Deputy Labor Commissioner McLeod of Detroit asks power to confiscate the product, and will consult the attorney-general, with the consent of Commissioner Griswold. McLeod watched the convicts at their work on a recent visit of inspection and says it is the invariable practice to moisten the tips in the mouth before winding the wrapper down. Some of the prisoners are plainly diseased, and he believes the filthy practice endangers the health of smokers.

BOLTED CIGAR BOARDS
MANUFACTURED BY
L. L. BEDORTHA
WINDSOR, CONN.

Sutter Bros.
INCORPORATED
NEW YORK CHICAGO ST. LOUIS HAVANA

2381 Cases
1902 Crop
Connecticut
Broad Leaf
South Windsor
Tobacco
Only.

3896 Cases
Connecticut
Havana Seed
Crop ... *1902*
Samples ready for Inspection.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

GEORGE W. BREMER, JR. WALTER I. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM, IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO
No. 119 North Third Street, PHILADELPHIA.

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Retail Department is strictly up to date.

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

J. L. & M. F. GREENE, PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE FACTORY WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
H. Z. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

LA FISSEL CIGAR CO.
MANUFACTURERS OF
Fine Union-made Cigars
EAST BERLIN, PA.
Correspondence with Wholesale and Jobbing Trade solicited.

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

HAVANA MAILS DELAYED SEVERAL DAYS.

Nothing More Serious, However, Results in Cuba from the Wandering Hurricane. Exports of Cigars Show a Decided Decrease.

HAVANA, August 17, 1903.

The market in the city of Havana in the week ending August 15, continued active with a good demand for all factory vegas from the Vuelta Abajo and Partido sections at very full figures, but the call for old Remedios tobacco was not urgent, owing, very likely, to the temporary dullness in this article in the United States. On the other hand, new Remedios, having any considerable portion of wrappers and good light fillers, has slightly advanced in price, and is now in fair demand by the clear Habana cigar manufacturers of Key West and Tampa. As the crop, however, has not much of this particular kind of leaf, prices may go higher later on. Few buyers have arrived this week, and to this has to be ascribed the slightly diminished volume of trade. The cyclone so widely advertised has luckily not done any damage to the Island of Cuba, but as the mail service between Tampa, Key West and Havana is performed by boats which cannot stand a hurricane, the owners, very wisely, kept their vessels in port as long as there was any danger, causing some trouble to the merchants of Havana by the interruption of the mail for four days and a half.

Late country advices repeat that there is very little of the 1903 crop left in farmers' hands of the Vuelta Abajo and Partido sections. The owners of the few vegas so remaining are speculating upon obtaining higher figures.

The different packings are approaching their termination, in the month of September, although a few may continue longer in certain districts, where the heavy bodied qualities are usually grown. As far as Remedios is concerned, it is stated that one farmer who had 700 matules, after having asked higher prices in the beginning, finally came down to $10 (silver) for the whole lot; but even at this ridiculously low figure a buyer declined to cart away the 700 bundles, as he did not think them worth the cartage, railroad freight and cost of packing. Other farmers sold their crops at from $2 to $3 per 100 pounds, but if the packer has to throw away from one-half to three-quarters of the stuff, the sound part will come high enough. Some buyers have preferred to pay from $5 to $7 per quality for the pick of the bundles. The majority of the small farmers are completely ruined, and the chances of raising a large crop for the year 1904 are not favorable, unless capitalists assist them. The latter fight shy of risking their money. If it should prove true that the consumption of Remedios in the United States is decreasing from year to year, as some people here assert, they would rather invest their money in the Vuelta Abajo and Partido sections, as the demand for the tobaccos of these sections is increasing yearly.

Sales the past week foot up 8600 bales—6150 Vuelta Abajo, 1250 Partido and 1200 bales of Remedios. The United States market has taken 3850, and local Havana factories 2750, and for Europe 2000 bales were purchased, principally by the buyers of the Austrian regie.

Arrivals—Sidney Rothschild, of Rothschild & Bro., New York, Detroit and Havana; J. Dankowitz, of New York.

Departures were Ernest Ellinger and J. Maceras, for New York via Tampa.

HAVANA CIGAR MANUFACTURERS.

Exports per steamship Morro Castle were 3,353,750 cigars.

Business is not as good and active all over as it was expected to be at this season of the year. Exports to all parts of the world up to July 31, 1902, were 117,160,170 cigars, while this year up to the same period they amounted to 112,155,444 cigars only, thus showing a decrease of 5,004,726 cigars in export for the first seven months of this year. Besides, it is stated that the English and German importers carry a stock of over eight millions of cigars which do not move easily, and which consist principally of the brands of the Trust. This heavy unsalable stock, combined with the poor financial conditions in the United Kingdom, retards business, and while the Trust is the heaviest sufferer, some of the independent factories are also missing the usual active demand for their products at this period of the year. However, all these causes are believed to be only temporary, and the independents especially feel hopeful of extending their trade more and more in the near future.

H. Upmann & Co. purchased 850 bales of Vuelta Abajo again this week, and shipped close on to 600,000 cigars. Behrens & Co. are working steadily ahead, and their orders from the United States and Europe are increasing. Rabell Costa Vales & Co. are making 22,000 cigars per day, this showing appreciation

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL HABANA
FABRICA DE TABACOS AMAT VICTORIA CURAM LUIS MARX HABANA
SOL and LUIS MARX
Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.
MAKE
Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG,"
New York.
Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. *Cable: "Suarco."*

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, **Havana, Cuba.**
P. O. Box 397. Cable: HIMML.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270. **Habana.**
Cable: ZALEZGON.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 **HABANA**

*Bridat, Mont'Ros y C^a^* *Mercaderes 35 Havana*
Exportors of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." **Habana.**

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

E. A. KRAUSSMAN
Importer of *HAVANA TOBACCO*
170 Water Street, NEW YORK

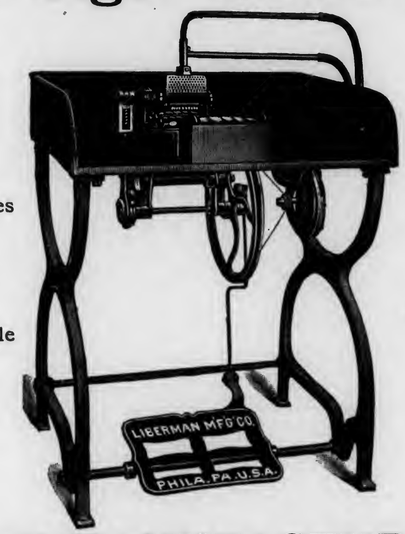
Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. *NEW YORK*

READY FOR THE MARKET

Liberman's Cigar Branding Machine

All Defects of Others Avoided
Many New and Valuable Features
Capacity Practically Unlimited
Construction Simple and Durable
Work Uniform



Brand Neat and Distinct
No Annoyance from Lampblack
Complete Set of Type With Each Machine
Intensity of Heat Regulated by an Ingenious Blast Device, Securing Very Legible Lettering on the Cigar

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223--5--7 South Fifth Street, PHILADELPHIA, PA.

of their product by the public. Their cigarette brand "La Eminencia," is now the most popular one in this island, as well as wherever cigarettes are used, and they cannot turn them out fast enough to catch up with their orders. "El Rico Habana," of Enrique Dorado & Co.: "Romeo y Julieta," and "Carlos Blasco," are increasing in output from week to week.

The Cuban-American Manufacturing Company has no reason to complain, as its sales are double in quanttity and value than those of last year. The company's shipment last week consisted of 250,000 cigars; so its brand, "Flor de Estanillo," must be popular with the public at large. Don Ernesto Ellinger certainly has the credit of having bought some of the finest vegas in the Vuelta Abajo this year, and the secretary, J. Jay O'Brien, is looking after the manufacturing part; so the blending of the different vegas and the workmanship reach the highest grade of perfection that is possible to obtain.

BUYING AND SELLING.

Sobrinos de A. Gonzales rank first for the past week as sellers of 1000 bales of Vuelta Abajo factory vegas and some few bales of new Remedios.

J. F. Berndes & Co. were the largest buyers in our market, they having purchased 2000 bales of Vuelta Abajo and Partido for the Austrian regie.

Garcia & Co. closed deals amounting to 700 bales of Vuelta Abajo.

Sutter Bros., Inc., secured some of the finest escojidas of Vuelta Abajo and Partidos in the country, besides letting no opportunity slip by to increase their holdings in the city when they saw the right goods at the right prices. Joseph Mendelsohn and Marco Pollack are known as hustlers in the island of Cuba.

Bruno Diaz & Co. seldom let a week pass without selling; their transactions last week foot up 600 bales of Vuelta Abajo and Partido.

Adolfo Moeller, since his return from New York, has shown his usual vigor in purchasing goods. One transaction of over 400 bales of old Remedios, first capaduras, is reported, but there may be others kept secret for the present.

Rabell Costa & Co. disposed of 500 bales Vuelta Abajo to local factories.

Leonard Friedmand & Co.'s two buyers, Jose Vega and Ramon Rodriguez, are in the Vuelta Abajo overlooking their escojidas, from which they expect to receive 500 bales the coming week. Don Luis Cantor sold 250 bales of old Remedios and new Vuelta Abajo. The firm has secured another vega of 150 bales from the famous Rio Seco district.

Aixala & Co. turned over 500 bales of Vuelta Abajo and Partido factory vegas to several Northern buyers.

Avelino Pazos received another fine "tierra llana" vegas, some one hundred and fifty bales.

Muniz Hermo & Co. figure with 200 bales of Vuelta Abajo, and 300 bales of new Remedios in the list of sellers.

Gonzalez Mora & Co. secured 300 bales of a Tumbadero factory vega.

Jorge y P. Castaneda closed out 400 bales of their select Tumbadero escojidas to city and Northern buyers.

A. M. Calzada & Co., having orders from several friends of theirs, purchased some 600 bales of the new Remedios crop in the country, besides selling 100 bales of their Vuelta Abajo holdings.

Antonio Suarez disposed of 300 bales of Vuelta Abajo of his choice Vuelta Abajo factory vegas.

The Trust is said to have received orders from headquarters in New York to stop all buying operations for the present in the country as well as in the city.

Receipts of Tobacco from the Country.

	Week Ending Aug. 15. Bales	Since Jan. 1. Bales
Vuelta Abajo	10,334	115,717
Semi Vuelta	556	3,942
Partido	2,666	31,047
S. Clara & Remedios	2,234	42,984
Santiago de Cuba	305	2,349
Matanzas	—	64
Total	16,095	196,103

Leaf in Lancaster.

Interest Active in the Crops of 1901, 1902 and 1903.

Lancaster, Pa., August 24, 1903.

The past week was another active one in the leaf market. A notable sale of 1902 goods, made by Aaron Weaver, Mountville, Pa., to the United Cigar Manufacturers, was of 500 cases. There were a number of other sales scattered among the trade. In the rush for desirable goods, the 1901 is not overlooked, being bought up at a very lively rate. The inspectors are now busily engaged sampling the 1902 goods, and are finding considerable "black rot." The tobaccos that were packed and passed through the stage of natural fermentation show a greater percentage of damage than the tobaccos which underwent the forced-sweating process or were bulk sweated.

J. B. Bricker & Co., of Lititz, Pa., are making very extensive improvements to their factory.

The Lancaster County Tobacco Growers' Society met at the State Experimental Station on the farm of Dr. Alexander, near Marietta, on Saturday afternoon. The attendance of members was fair. President Ezra B. Herr presided. The Society was called to order by President Herr. He brought to the notice of the members a letter from Mr. Potts, one of the Commissioners appointed to represent Pennsylvania at the St. Louis Exposition, in the matter of our leaf tobacco. The matter was discussed and a general feeling was expressed that the county should be represented. Reports concerning the growing crops were encouraging. Dr. William Frear gave the result of the experiments made last year in growing Sumatra tobacco and compared the product with that grown in Connecticut. The Pennsylvania Sumatra leaf was, he said, a heavier leaf and perhaps an inferior one. He was not discouraged, however, and believed better results than those obtained were possible.

At the Marietta Experimental Station the tent-covered area is the same as last year, about half an acre. The plants were set out on June 1 and 2.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of

Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

DEUTSCH BROS.

Union Made CIGARS of Merit

1397-1399 AVE. A. NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.

READING, PA.

The plants were cultivated as often as they seemed to require that attention, say five or six times, and this was discontinued only when the plants became too large to allow it. The first topping was done on July 29, and the last has not yet been done. The plants vary much in size, being from 4 to 8 feet high, the average being rather more than those at Milton Grove. The number of leaves to the stalk runs from 15 to over 30, and they appear to have a longer and wider growth than one year ago. This year the leaf is losing the shape of the true Sumatra type, being less rounded and more pointed at the tips than the Sumatra grown article. The tobacco at this station is much less gummy than at the other one. Several rows of Sumatra and Vuelta Abajo tobacco are planted outside the tent, which are about four feet high, or more, and look very nice, and promise well. They were planted on June 12.

Crops in York County.

Conditions Vary Greatly, But, As a Whole, Decidedly Satisfactory.

York, Pa., Aug. 24.

A drive in the country in this vicinity reveals great varieties in the tobacco in the fields, some in the first stages of growth and some full grown and cut. It is the general opinion that the full grown tobacco is of exceedingly good quality. Several acres of shade grown tobacco raised on Duffy's Island by J. Hostetter, H. A. Rich, from Marietta and Luther Case, from Connecticut, had matured sufficiently to enable pickers to commence work last Wednesday. More help will be employed to-day when the picking of leaves will begin in earnest. Knowing ones pronounce this year's crop a decided success, as the leaf promises to be thin and consequently a good yielder for its purpose.

Renewed efforts are being made to secure an internal revenue office at Hanover by some of the larger manufacturers in the town and vicinity, who during the past several weeks have been assiduously courting and assistance of Congressman Lafean.

The project for auspiciously representing York county at the St. Louis Exposition is still discussed. Meetings of cigar makers in Dallastown and Red Lion have been largely attended. The plan of exhibit is for a pyramid, with sufficient space theron to accommodate all displays—the whole to be surmounted by multi-colored lights arranged to indicate the Ninth district of Pennsylvania. A question raised by officials of the Union is whether union goods exclusively would be made at the exhibit. It is probable that both union and non-union goods will be made and sold on their merits.

William Shook, foreman at the Bear-Sprendle Co. cigar factory, received unexpectedly while in Atlantic City, the news of the death of his father at his home in Chicago, and left immediately for that place.

George W. Bowman, manufacturer at Hanover, is just recovering from a severe illness which confined him to his home for a period of four weeks.

A handsome wall cabinet is to be placed in the cigar store of Charles Sieker, on West Market street, and will add to an already well appointed interior.

Recent visitors to the city included: Joseph Bimberg, of Elmira, N. Y.; Chas. Moulter, of Buffalo, N. Y.; J. P. Welt, of Dayton, Ohio; C. E. Bowers, of Phila., Pa.; Mr. Manheimer, of the Imperial Cigar Co., Lancaster, Pa.; Geo. Gibson, of Sneeringer & Co., Baltimore, Md., and Fred Bowers, representing Louis E. Neuman & Co., lithographers, of New York.

Trade-Mark Register.

NO LIMIT. 14,160
For cigars cigarettes, and cheroots. Registered August 20, 1903, at 11 a m, by P. C. Fulweiler & Bro. Co., Philadelphia, Pa.

COURT HOUSE CLUB. 14,161
For cigars. Registered August 22, 1903, at 9 a m, by Moore & Lanning, Richland Station, Pa.

BEST TWO or TWO BEST. 14,162
For cigars. Registered August 24, 1903, at 9 a m, by the Dallas Cigar Co., Dallastown, Pa.

THE CARAT. 14,163
For cigars. Registered August 24, 1903, at 9 a m, by F. M. Meads, Windsor, Pa.

ROYAL BUTTS. 14,164
For chewing and smoking tobacco. Registered August 24, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

HONEST BUTTS. 14,165
For chewing and smoking tobacco. Registered August 24, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

REJECTIONS.

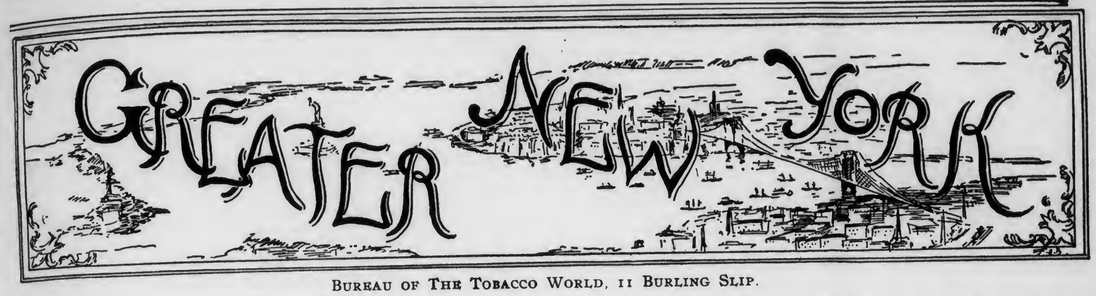
La Monada, Whitehouse, Capitol, Trix, General Custer, Pride of Cuba.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

The Fincastle, The Castleford, Tarroc, Faneuil Hall, Frank Mociello, Mi Mi, Tolstoi Russian, Gold Hand, Our Cause, Dan R., Latakia, Dick's Union, Hudson Winner, Which is Best?, General Young, Greater Dayton, Centrefield, La Provo, The Detroit Home-Made Cigar, Cinnati, Hell Gate Dramatic Club, Mike Craig, Bridgeport's Old Home Week, Zix, The Little Bixoxi, Bathing Princess, Jean Du Luth, Odanah, Liebhart's Spanish Leaf, El Jibarito, La Jibarita, Iowa National, Turkish Sweets, Eye Spy, Sky Rambler, Mary Joe, Cidic, Iberia, La Rose Estar, La Flor de E. Lanza, La Essencia, La Parsiona, El Aspirodo, Strathcona, Enal, Vizler, Up 2 Us, Henriques, Bridgeport Light, El Principalidad, Naginod, M. J. S., Narellah, Nameerf.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP.

Although it is midsummer, most of the cigar manufacturers in New York are busy; some of them, particularly some of those who conduct union-labor factories, are very busy, and yet the storekeepers in town and the proprietors of cigar stands at summer resorts complain that business is dull—even very dull. This is not the condition in all parts of the town, for some of the stores on swell streets and avenues have done a better business in July and August this year than they have ever done before in those two months. The finer cigar stores of the metropolis are an attraction to visitors from out of town. They have read of some of these stores in their home papers and regard them as interesting sights. They come to look and they stay to buy, marveling, some of them, no doubt, how it is that magnificence can be supported from the profits on cigars and cigarettes and smoking and chewing tobaccos, profits which the dealers in their own towns have told them are small enough, with a steady trend downward. Well, New York is the New Yorkiest place in the world, and the people who own and conduct its swell cigar stores are not headed for the bankruptcy courts, be sure of that, ye cavilers at everything modern and ambitious.

***

No man in New York enters upon an independent career with more numerous or more sincere well-wishers than Richard A. Bachia, who last week started out, on his own account, as a manufacturer of clear Havana cigars, at 20 Ful on street, under the firm name of Richard A. Bachia y Ca. For over thirty years "Dick" Bachia has been identified with Havana tobacco in New York and in Cuba. For the greater portion of this long period of time he operated in the raw leaf, but for the past two years and over he utilized his knowledge in the manufacture of fine cigars, having been the factory manager of the Ruy Lopez Ca., in which he was an officer and a large stockholder. Recently he disposed of his stock in that corporation to Messrs. John Wardlow and John W. Merriam, who have removed the Ruy Lopez factory from 20 Fulton street to Key West, and the New York offices of the company to 139 Maiden Lane.

Richard A. Bachia y Ca. will manufacture their cigars out of choice Vuelta Abajo leaf exclusively. The firm's leading brand at present is the Flor de R. A. Bachia y Ca.

***

Edwin I. Alexander, of Jos. S. Gans & Co., says that last week was the busiest his firm has yet known. He and his associates have been engaged in getting ready the firm's packings of new natural sweat Connecticut broad leaf and Havana seed, of which it has an unusually large and fine assortment. Samples are now ready for inspection by the firm's customers.

***

Muegge & Freckmann, cigar manufacturers of 105 Liberty street, Brooklyn, are meeting with encouraging local success on their Lillianette, a high grade 10 cent cigar. The brand is advertised extensively in all the surface and elevated trains of Brooklyn and seems to hold the customers it makes.

Brooklyn, by the way, is showing a disposition to assert itself as a cigar manufacturing centre. There are many factories in Brooklyn and each is locally, or rather sectionally, well known, and a few of them are invading Manhattan in the prosecution of their advertising campaign.

The union label appears to be making headway in Brooklyn and the blue show card is being seen more and more numerously in the cigar store show windows of the city.

***

An important special meeting of the Clear Havana Cigar Manufacturers' Association of the United States is to be held at 2:30 o'clock in the afternoon of August 27 at the Astor House. The Association will consider plans for opposing the passage at the proposed extra session of Congress next Fall, of legislation harmful to the domestic clear Havana industry. President Simon Batt hopes for a large attendance of members at the meeting.

***

Robert E. Lane announces that, at the earnest request of officers of the local branches all over the United States, he will continue to act as President of the Cigar Dealers' Association of America. Had Mr. Lane been elected the National President at the very beginning the cause for which the Association stands would have been vastly the gainer. If he should be prevailed upon next January to accept the Presidency for a full term he will do the association a world of good.

***

The Reliance-Shamrock yacht race in the United Cigar Store Co.'s cowcatcher show window in the Flatiron Building at Broadway and Fifth avenue and 23d street on Thursday and Saturday of last week attracted crowds so large that the police had hard work to keep passage ways clear for pedestrians. Two toy yachts, one named Reliance and the other Shamrock, chased themselves over a painted sea, their positions being regulated by telegraphic communication direct from Sandy Hook. The only fault the crowds found with the race in the show window was that the yachts went too fast. It did seem as if the criticism was just, because at sea, in the real race, the challenger and the defender did not go anywhere nearly so fast. Nevertheless, the cowcatcher show window display was a hugely successful spectacle.

***

In their new factory at 1397-1399 Avenue A, Deutsch Bros., manufacturers of handmade union cigars, are literally busier this summer than they have ever been at this season of the year in their long career.

***

John Glaccum, of William Glaccum & Sons, sailed for Havana on August 22.

***

Abe Bruder, a prosperous retailer and manufacturer of 442 Eighth avenue, which is between 32d and 33d streets, is one of the westside property owners who will be enriched through the operations in New York real estate of the Pennsylvania R. R. Co. Mr. Bruder deserves every piece of good luck that comes his way.

***

Louis Dolphin, for many years associated with Ferdinand Oppenheimer, and well and favorably known to leaf merchants and cigar manufacturers, on August 24 became sales agent for the Connecticut Tobacco Corporation, grower of shade grown Sumatra. Mr. Dolphin has his headquarters at 145 Water street with Messrs. E. Rosenwald & Bro.

***

T. A. Alford, cigar department manager for the Kiefer Drug Co., of Indianapolis, Ind., is in town. He expects to visit Philadelphia during the current week.

***

Ferdinand May, of the uniformly prosperous cigar manufacturing firm of Louis Ash & Co., returns today from his vacation sojourn in the Catskills.

***

August Kurz, the wellknown leaf merchant of Milwaukee, is in town.

***

Out-of-town buyers are arriving in large numbers to sample the natural-cured 1902 domestic cigar leaf tobacco which is just beginning to come into the market.

***

The union pipemakers employed by the Manhattan Briar Pipe Co. went on strike on August 20, and now every pipe factory in the city is idle. There are altogether about 1,500 members of the Pipemakers' Union. The bosses say the Union has a treasury of only about $3,000, and they anticipate, inasmuch as none of this money is available for the unemployed strikers, that the men will shortly return to work in a body.

***

The news that the thirty years' war between the Achinese of the North Coast of Sumatra and the colonial troops of the Netherlands has at last come to an end caused only a ripple of interest among newspaper readers in the United States, but to the people of Holland and to the Government of the Dutch East Indies it is of considerable importance. The war, which was a sort of guerilla affair, has cost the Dutch Government no less a sum than $200,000,000. The Achinese are very much like the Filipinos; they kept up the fight as long as it paid and then quit, just as the Filipinos will quit when that course seems desirable. To the users of Sumatra tobacco the end of the struggle in Acheen seems to promise an extension of the tobacco growing area of the island. Indeed, the tobacco planters have been growing tobacco on the Acheen border during the past three years. As yet, the tobacco has not met with much favor in the United States, though it has found buyers in Holland, Germany and England.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
Almacenes de Tabacos HAVANA, CUBA

HAVANA TOBACCO COMPANY
111 Fifth Avenue, NEW YORK
SELLING AGENTS for these Brands of Imported Havana Cigars:
La Flor de Henry Clay, La Espanola, La Corona, La Flor de Naves, La Flor de Cuba, La Meridiana, A. de Villar y Villar
La Carolina, La Flor de Yncian, La Vencedora, El Aguila de Oro, La Intimidad, La Rosa de Santiago, Estella, H. de Cabanas y Carbajal.
La Africana, Manuel Garcia Alonso, La Antiguedad, La Comercial, La Flor de Murias, La Rosa Aromatica, J. S. Murias y Ca.

LEOPOLD SCHMID FRANK LANGE
L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

Established 1840. Cable "Nargil"
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK
EDMUND H. SMITH
ENOS SMITH

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888
Telephone, 4027 John. No. 163 Water Street, NEW YORK.

I J SCHOENER I M JACOBY
I. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
169 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

PHILADELPHIA

MONTHLY DUES INCREASED.

A cigar seller who is arrested and fined for doing business on Sunday and who belongs to one of the Business Men's Protective Associations is no poorer when fined than if the fine were entered against some other member of the association; for the fine is paid by the organization; but, as an offset to this immunity in his own case, he has to contribute towards payment of the fines of all other members of his association who may be arrested. Consequently the greater number of arrests the more occasion for an increase of association dues. The Northwestern Association has not, as yet, had occasion to increase the amount of its monthly dues, $1 per member; but the Central Association, which started in with monthly dues of 50 cents, now calls on each member to pay $1 50 monthly. One of the members of the latter association said recently that he wouldn't be surprised if the monthly payments were gradually increased to $5. As every dealer who makes sales on Sunday is liable to arrest four or five times each month, and as each penalty is $6.50, there is a possibility of an aggregate of $26 or $32.50 in a month; so, even a five-dollar assessment may wisely be paid as a protection against such a possibility.

WHY HE WASN'T THERE.

Dear, dear, dear! David Dear
Died in April of this year.
That's the reason, 'tisn't queer,
That is why he isn't here.

Against the entry "David Dear, 4228 Germantown avenue" on Magistrate South's docket for last week is the additional entry, "Died in April, this year." Another entry, that in the case of "M. E. Lovett, 1600 Bainbridge avenue" reads "Discharged; widow with four children." The rest of those accused of Sunday cigar selling were fined $6.50 each. They were:

Louis Bubin, 3d and Bainbridge streets
J. P. Brown, 7201 Germantown avenue
A. Bretschneider, 4432 Germantown ave.
C. H. Brown, 3734 Germantown avenue
W. C. Cox, 6701 Germantown avenue
Wm. Davis, 8618 Germantown avenue
B. Dillman, 4472 Germantown avenue
M. Finestein, 425 S. 5th street.
John N. Fortune, 626 S. Broad street
Otto Glaser, 4354 Germantown avenue
F. Gordy, 701 S. Broad street
C. Grebe, 45 Chestnut avenue
T. Goebel, 1841 Cayuga street
T. Joy, 4361 Germantown avenue
M. Kaufman, 503 S. 5th street
H. M. Reuter, 7120 Germantown avenue
M. Richman, 4424 Germantown avenue
B. Snyder, 6540 Germantown avenue
John V. Slaughter, 7205 Germantown ave.
Charles Steere, 4949 Wayne avenue
Mrs. Hesser, 6721 Germantown avenue
—— Darmstaadlter, 1741 South street
C. W. Rubrecht, 4523 Wayne avenue
Ernest Walter, 2d and Spruce streets

ON THE GROUND FLOOR.

Being satisfied that the best place to have his office is on a level with the street, W. K. Roedel, of the W. K. Roedel Co., has moved his quarters down one floor, at 41 North Eleventh street, and, having more room there than he needs for office purposes, has opened a retail department. The store is elaborately decorated and fitted and the merits of the Philadelphia and Flor de W. K. Roedel brands will unquestionably make it a place of frequent visits by many smokers.

DIED IN EARLY INFANCY.

Another venture in the field of journalism has proved an unfortunate one. A Philadelphia trade publication which made its first appearance a few weeks ago made its last at the same time. It died a-borning. Some of the members of the management have been sought unsuccessfully and, as a result, inquiries from Chicago and elsewhere concerning trustworthiness of the concern have not been answered satisfactorily.

RETAIL DEALERS' ASSOCIATION.

Just when the next meeting of the Retail Cigar and Tobacco Dealers' Association of Philadelphia will be held is a matter of doubt, but one probably will occur before the close of September. In the absence of President Joseph E Tuck, who will be absent from the city from September 5 until some time in November, Vice President John Klindworth will preside. Mr. Tuck, accompanied by his wife, will make a leisurely trip to the Pacific Coast.

TO SAIL FOR HOME.

Richard T. Gumpert, of Gumpert Brothers, will, with Mrs. Gumpert, sail for New York on the Furst Bismarck August 27. Both have been greatly improved in health by their summer abroad, and Mr. Gumpert will find his business also in a healthy condition on his return.

MOSTLY PERSONAL.

H. Stewart Moorhead is spending three weeks at Chelsea, near Atlantic City.

E. G. Dunlap, with Arguillez, Lopez & Co., starts next Monday on a Western trip.

John Madison, of Trujillo & Co., is back from Florida where he is interested in orange growing.

S. Hatchwell, of 17 South Fourth street, is to have another store at 43 North Thirteenth street.

The establishment of the United Cigar Stores Co., at 253 North Eighth street, has been discontinued.

The store of the Pennsylvania Cigar Stores Co., on North Eighth street is to be lengthened and widened and refitted.

George Burghard's latest addition to stock included two lots of old Havana and some particularly fine Onondaga B s.

B. Liberman is back at his place of business on North Third street after a trip which included Reading and New York.

Mr. Abrams, with Garcia, Vega & Carcados, of St. Augustine, visited the principal local dealers in Key West goods last week.

S. Weinberg, is in receipt from Amsterdam, of twenty-two bales of particularly fine light Sumatra wrappers, the mark being D C M | Deli | L 1.

J. S. Valentine is on a trip in the western and southwestern territory, supplying the trade with Heymann & Co.'s Francis Lee and Alan Dale cigars.

George H. Valentine, of A. S. Valentine & Son, was in New Haven last week, at the funeral of the late Philo S. Bennett, at whose grave a eulogy was pronounced by William Jennings Bryan.

M. B. Arndt, with Julius Hirschberg & Brother, has said good-bye to the Atlantic City board-walk, which he has been promenading for the past three weeks, and will start soon on a western trip.

The Chico Cigar Co. has brought suit in the Court of Common Pleas of Philadelphia against Otto Eisenlohr & Brothers as a result of proceedings instituted some months ago in which the use of the word "Chico" was held to be an infringement on the use of the word "Cinco."

Weiner Brothers, at 10 North 11th street, and A. K. Moore, at 7th and Chestnut streets, recently suffered at the hands of thieves to the extent of several boxes of cigars and, at the latter place, the contents of the cash register were also stolen. An unsuccessful attempt was made to force an entrance to Godfrey Mann's store at Eleventh and Chestnut streets.

Whoever else may complain of poor business, there is no such complaint on the part of Pent Brothers. The merits of their Tahoma and other brands are constantly becoming more widely known outside the city, through the energy of their traveling men, and the result is that the firm is now doing more business than ever before and there is no indication of any cessation of this gratifying growth.

Every morning the members of the firm of Otto Eisenlohr & Co. come to the city from their summer quarters at Atlantic City, refreshed and recuperated for their business duties which are constantly increasing, as the sales of Cinco and other cigars manufactured by them constantly grow larger. Otto Eisenlohr is a guest at the Marlborough and A. C. Eisenlohr is at Young's. Both intend to retain their present accommodations at Atlantic City until well into September.

Not a traveler on the road since May and, as the factory is kept busy in filling orders for White Knights and others of the concern's brands, no occasion now for having men on the road. That is the condition of affairs with M. D. Neumann & Co. Joseph Guckenheimer, one of the members of the firm, is still in Europe, at Carlsbad when last heard from. Mr. Neumann gives the factory personal attention every day—"Sticking to the guns," as he puts it.

By having fourteen men on board, the danger of having a Jonah among them was guarded against as far as possible by Asa M. Lake, traveler for George Burghard, Samuel Wister, cigar manufacturer at Hope and Girard avenues, and twelve others who started for a week's outing on the water a few days ago. Nevertheless the start was made in as hard luck as if the party had numbered one less. So heavily was their craft, a Chesapeake Bay oyster sloop, loaded with ice-filled tobacco cases, that when a tug attempted to pull her out into the stream and give her a good start down the Delaware the hawser broke. Other disasters, mor-

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

AMERICAN EMPIRE

10 CENT

Jno. G. Shatz & Co.
MANUFACTURERS OF HAND MADE
Havana Cigars.
FACTORY No. 12
1ST DISTRICT, PA.
READING, PA.

EL VOLCANO

5 CENT

less serious, followed, but when the boat, the Alice and Mary Carlisle, was last heard from everything was apparently "all well" aboard, as the amateur sailors, clad in Jack Tar costumes, were dancing jigs on deck in full view of a pa-sing excursion steamer down near the mouth of the Delaware.

BIG FIRE IN HAVANA.

Loss of a Quarter of a Million in Consolidated Cigarette Factory.

Havana, Aug. 24.—The big consolidated cigarette factory belonging to the American Tobacco Company and the English trust was totally destroyed by fire this evening, with its valuable contents, consisting of new cigarette-making machinery and quantities of tobacco. Nothing was saved except the books and the contents of the office. The loss is estimated at upwards of $250,000; fully insured.

PHILADELPHIA LEAF MARKET

This week started in, despite the warm weather, with brighter business conditions than had prevailed for some time. Although some leaf dealers hadn't begun to feel the improvement, quite a number had good reason to believe that the dull season had come to an end. Among these latter were Dohan & Taitt, E. A. Calves & Co., Young & Newman and Leopold Loeb & Co. The last named concern has closed one sale of over a thousand bales of Havana and lately has had a very successful Sumatra season.

—Ten children, forty-nine grand children and thirty-one great grand children are descendants of Mrs. Mary Henderson, aged 91 years, who died Monday in Franklin, Pa., and had been a smoker since childhood.

SPECIAL NOTICES
(12½ cents per 8-point measured line.)

FOR SALE.—Fifty (50) I R Williams Red Suction Tables, in good condition will sell cheap. Address MACHINES, Box 62, care of The Tobacco World, Philadelphia 2 18

FOR SALE.—Second hand cigar molds, presses and machinery. Large assortment. M GOLDENBERG, 400 East 78th Street, New York. 7-29-4

Visits Among Manufacturers.

By J. S. HUBER.

EPHRATA.

The business of some firms is marked by features of enterprise and progress. Among such is the well-known cigar manufacturing concern of A. W. Mentzer & Sons, which has received pronounced recognition. The firm soon pushed its way to the front, which position it has steadily maintained. Dr. J. F. Mentzer, the senior member of this firm, shows those unmistakable evidences of refinement which a gentleman of his position should have, but which, alas! so few professional and business men can honestly claim. The Doctor has always given a conscientious support to all measures conducive to the permanent welfare of Ephrata, where he is recognized as one of the oldest and most popular citizens. His pleasant personality and genial manner have made him a social favorite, and Ephrata can boast of no more valued citizen. The sons of Dr. Mentzer, who have, by their father, been so carefully reared for business life bear a reputation for unqualified integrity. They are young gentlemen of great activity, method and system, and are extremely well adapted to their calling.

***

Among the most popular and deservedly successful of the many cigar manufacturers of the State, a prominent position must be assigned to the Martin Kinports Cigar Manufacturing Co., of Manheim and Ephrata. Both plants are of large proportions and thoroughly equipped throughout, while the offices at both plants are finely fitted. The company is known for producing old style hand-made cigars of the finest qualities. Two of its leaders are American Duchess, 5c. goods, and La Flor de Kinports, 10c. These goods have become quite popular, and the company has a large sale for them. I had the pleasure of meeting Martin Kinports, the senior member of the company, at his office at Ephrata. I found him a very pleasing and courteous gentleman, and above the average for mental brightness and business ability. Horace Kinports, his son, has full charge of the plants and, from the reputation that he sustains in manufacturing circles—not, however, from anything said to me by his father—I believe him to be a young man possessing a most thorough knowledge of the business, and I congratlate the family upon their success.

MILLERSVILLE.

Cigarmaking has made rapid strides in recent years and must be classed among the leading industries of the day. He who would succeed in this pursuit must have a natural tatent for the business. This talent is displayed by Mr. A. D. Killheffer: The style and quality of the cigars of his make bear the character of being of superior nature. His factory gives employment to forty-five hands and business there never shows a slackening from one year's end to the other. Three of the leaders of Mr. Killheffer's make are known as Patrick Gordon, May Prize and City Cousin. The plant is one of the most thoroughly well arranged for convenience and from a sanitary point of view, and the office is well appointed. Mr. Killheffer is a young gentleman of sterling integrity, and his genial qualities and pleasant address prepossess people in his favor and win him many friends. He intends making an extended business trip West soon.

MANHEIM.

In making our rounds among cigar makers we pause to make mention of C. H. Young, who represents one of the oldest plants in Manheim and who, after an idleness of some weeks, is now preparing for a revival of trade. His brands are known as: Country Uncle, Uncle Rufus, Belle of Manheim, Pride of Manheim, Broken Sport, Our Caution, Uncle Edward and Stiegel Rose. Both his five cent and ten cent goods are put up very attractively. Mr. Young is an unusually enterprising man and thoroughly reliable. Socially he sustains the same position that he does in business. He is pleasant, entertaining and affable and is popular in both business and social circles.

SPRING FORGE.

Whatever the vim and determination which characterizes a man's start in business, unless he is, in a manner, born to it, he will find to his sorrow that his lines have been falsely cast, and the quicker he draws aside and takes up another calling the better it will be for him. In this connection, as an illustration of the reverse of the foregoing, it is fitting for the writer to make some reference to D. E Woodmansee, manufacturer of cigars at Spring Grove. Without question, this gentleman has made a success in the cigar trade. The output of Mr. Woodmansee is said to be 125,000 cigars per week. His favorite brands are La Florida, A Bismark, Smoker's Prime, Royal Lace, Bell of Primeta, Lady Clara, etc. The business has been established since 1888 and from its inception has met with success. The constant aim of the proprietor has been to place first class goods upon the market at lowest possible prices. Those who know Mr. Woodmansee can testify as to his personal worth as a gentleman of most thorough business qualities.

A cow in Sigel, Huron county, Mich., chewed up twenty-three tobacco plants last week and died. The ministers are using it as an awful example of the evil consequences that may be expected from the tobacco habit.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

"Millions for Farmers" So Says Secretary Wilson, U. S. Dep't of Agriculture

TEXAS TOBACCO FACTS
Write for Full Information to....

Exhaustive tests prove that the finest grade of... CUBAN LEAF Filler and Wrapper can be grown in East Texas on line of the SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.

T. J. ANDERSON, General Passenger Agent, Houston, Tex.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in Leaf Tobacco
Lancaster, Pa.

J. W. BRENNEMAN,
Packer of and Dealer in Leaf Tobacco
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of High Grade Domestic
Cigars

Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 50,000 per Day. Prompt Shipments Guaranteed.

HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, Moundsville, W. Va.
Jobbers, Write for Samples.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

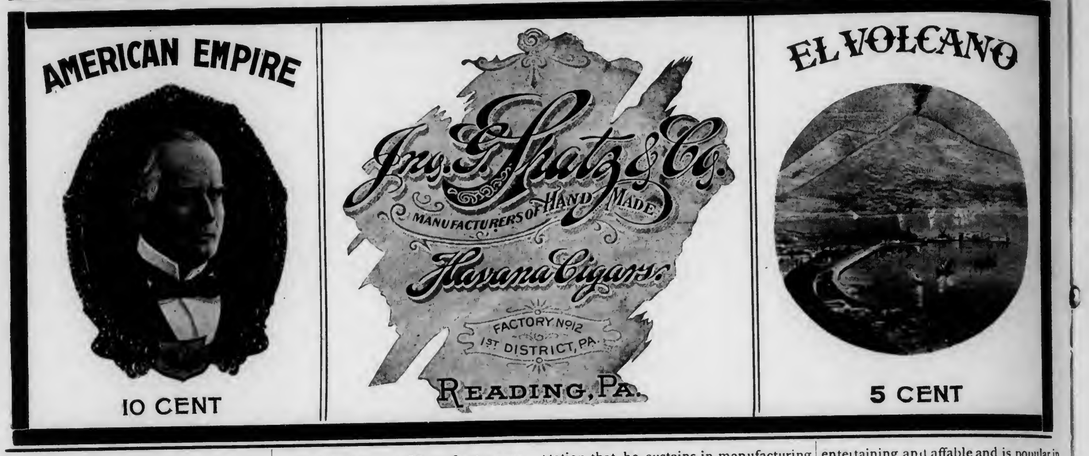
MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York



less serious, followed, but when the boat, the Alice and Mary Carlisle, was last heard from everything was apparently "all well" aboard, as the amateur sailors, clad in Jack Tar costumes, were dancing jigs on deck in full view of a pa-sing excursion steamer down near the mouth of the Delaware.

BIG FIRE IN HAVANA.

Loss of a Quarter of a Million in Consolidated Cigarette Factory.

Havana, Aug. 24.—The big consolidated cigarette factory belonging to the American Tobacco Company and the English trust was totally destroyed by fire this evening, with its valuable contents, consisting of new cigarette-making machinery and quantities of tobacco. Nothing was saved except the books and the contents of the office. The loss is estimated at upwards of $250,000; fully insured.

PHILADELPHIA LEAF MARKET

This week started in, despite the warm weather, with brighter business conditions than had prevailed for some time. Although some leaf dealers hadn't begun to feel the improvement, quite a number had good reason to believe that the dull season had come to an end. Among these latter were Dohan & Taitt, E. A. Calves & Co., Young & Newman and Leopold Loeb & Co. The last named concern has closed one sale of over a thousand bales of Havana and lately has had a very successful Sumatra season.

—Ten children, forty-nine grand children and thirty-one great grand children are descendants of Mrs. Mary Henderson, aged 91 years, who died Monday in Franklin, Pa., and had been a smoker since childhood.

SPECIAL NOTICES
(12½ cents per 8-point measured line.)

FOR SALE —Fifty (50) J R Williams Red Suction Tables, in good condition will sell cheap. Address MACHINES, Box 62, care of The Tobacco World, Philadelphia 2 18

FOR SALE –Second hand cigar molds, presses and machinery. Large assortment. M GOLDENBERG, 400 East 78th Street, New York. 7-29-4

Visits Among Manufacturers.

By J. S. HUBER.

EPHRATA.

The business of some firms is marked by features of enterprise and progress. Among such is the well-known cigar manufacturing concern of A. W. Mentzer & Sons, which has received pronounced recognition. The firm soon pushed its way to the front, which position it has steadily maintained. Dr. J. F. Mentzer, the senior member of this firm, shows those unmistakable evidences of refinement which a gentleman of his position should have, but which, alas! so few professional and business men can honestly claim. The Doctor has always given a conscientious support to all measures conducive to the permanent welfare of Ephrata, where he is recognized as one of the oldest and most popular citizens. His pleasant personality and genial manner have made him a social favorite, and Ephrata can boast of no more valued citizen. The sons of Dr. Mentzer, who have, by their father, been so carefully reared for business life bear a reputation for unqualified integrity. They are young gentlemen of great activity, method and system, and are extremely well adapted to their calling.

***

Among the most popular and deservedly successful of the many cigar manufacturers of the State, a prominent position must be assigned to the Martin Kinports Cigar Manufacturing Co., of Manheim and Ephrata. Both plants are of large proportions and thoroughly equipped throughout, while the offices at both plants are finely fitted. The company is known for producing old style hand-made cigars of the finest qualities. Two of its leaders are American Duchess, 5c. goods, and La Flor de Kinports, 10c. These goods have become quite popular, and the company has a large sale for them. I had the pleasure of meeting Martin Kinports, the senior member of the company, at his office at Ephrata. I found him a very pleasing and courteous gentleman, and above the average for mental brightness and business ability. Horace Kinports, his son, has full charge of the plants and, from the reputation that he sustains in manufacturing circles—not, however, from anything said to me by his father—I believe him to be a young man possessing a most thorough knowledge of the business, and I congratulate the family upon their success.

MILLERSVILLE.

Cigarmaking has made rapid strides in recent years and must be classed among the leading industries of the day. He who would succeed in this pursuit must have a natural talent for the business. This talent is displayed by Mr. A. D. Killheffer. The style and quality of the cigars of his make bear the character of being of superior nature. His factory gives employment to forty-five hands and business there never shows a slackening from one year's end to the other. Three of the leaders of Mr. Killheffer's make are known as Patrick Gordon, May Prize and City Cousin. The plant is one of the most thoroughly well arranged for convenience and from a sanitary point of view, and the office is well appointed. Mr. Killheffer is a young gentleman of sterling integrity, and his genial qualities and pleasant address prepossess people in his favor and win him many friends. He intends making an extended business trip West soon.

MANHEIM.

In making our rounds among cigar makers we pause to make mention of C. H. Young, who represents one of the oldest plants in Manheim and who, after an idleness of some weeks, is now preparing for a revival of trade. His brands are known as: Country Uncle, Uncle Rufus, Belle of Manheim, Pride of Manheim, Broken Sport, Our Caution, Uncle Edward and Stiegel Rose. Both his five cent and ten cent goods are put up very attractively. Mr. Young is an unusually enterprising man and thoroughly reliable. Socially he sustains the same position that he does in business. He is pleasant, entertaining and affable and is popular in both business and social circles.

SPRING FORGE.

Whatever the vim and determination which characterizes a man's start in business, unless he is, in a manner, born to it, he will find to his sorrow that his lines have been falsely cast, and the quicker he draws aside and takes up another calling the better it will be for him. In this connection, as an illustration of the reverse of the foregoing, it is fitting for the writer to make some reference to D. E Woodmansee, manufacturer of cigars at Spring Grove. Without question, this gentleman has made a success in the cigar trade. The output of Mr. Woodmansee is said to be 125,000 cigars per week. His favorite brands are La Florida, A Bismark, Smoker's Prime, Royal Lace, Bell of Primera, Lady Clara, etc. The business has been established since 1888 and from its inception has met with success. The constant aim of the proprietor has been to place first class goods upon the market at lowest possible prices. Those who know Mr. Woodmansee can testify as to his personal worth as a gentleman of most thorough business qualities.

A cow in Sigel, Huron county, Mich., chewed up twenty-three tobacco plants last week and died. The ministers are using it as an awful example of the evil consequences that may be expected from the tobacco habit.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

"Millions for Farmers" So Says Secretary Wilson, U. S. Dep't of Agriculture

TEXAS TOBACCO TRACTS
Write for Full Information to...

Exhaustive tests prove that the finest grade CUBAN LEAF Filler and Wrapper can be grown in East Texas on line of the SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.

T. J. ANDERSON, General Passenger Agent, Houston, Tex.

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Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

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GEORGE W. McGUIGAN
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Maker of High Grade Domestic
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Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 50,000 per Day. Prompt Shipments Guaranteed.

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Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
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145 North Market Street
LANCASTER, PA.

INTENTIONAL SECOND EXPOSURE

IRREGULAR PAGINATION

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF **Lancaster, Pa.**

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

R. E. JACOBY

Wholesale Manufacturer of

High Grade Seed and Havana Cigars

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. **707 Ohio St., Allegheny, Pa.**

Harvesting in Wisconsin.

Business in Milwaukee; Farming Elsewhere in the State.

Milwaukee Office of The Tobacco World,
Room 19, Miller Block.

Milwaukee, Wis., Aug. 21, 1903.

The harvesting of tobacco is progressing rapidly in some sections of the tobacco district. The crop is generally very good and with favorable weather a large acreage will be harvested this week.

A large greyhound with the words, "Smoke Tom Moore," painted on his sides, attracts much attention around the city.

Harry Lewis has returned from a three weeks' trip to New York.

F. G. Felton has opened a large retail cigar store at 628 Grand avenue. He is manufacturing a number of brands and is enjoying a large trade.

The leaf tobacco line is quiet this week. Many of the heads of the various houses are out of the city or are preparing to leave for the East to do their fall buying. Collections continue good and it is expected business will revive with September 1.

A. C. Kurz left Tuesday for New York on a buying trip. He will visit the Connecticut fields.

George Schuster expects to leave for the East shortly. He will visit Pennsylvania before returning.

Al Levison, of A. Cohn & Co., New York, was in the city this week.

The importance of Portage, Wis., as a tobacco center is likely to become even more pronounced, now that it is known that the United Cigar Manufacturers are contemplating the removal of its general offices in this state from Edgerton to Portage. C. E. Shannon, representing the company, states that in case this plan is adopted it will mean that the central storage house of the entire system will be removed to Portage. The firm is now building one of the largest warehouses in the state at Portage and, should the contemplated move be made, will erect a brick addition, 100 x 40 feet.

N. P. Strauss, the Madison tobacco agent and expert is dissatisfied with the prospects for tobacco, much that is being harvested being of uneven growth. Rust is doing damage to that in the field and although the late crops may develop into a good sized leaf and produce a heavy yield, late tobacco is not generally as good as the earlier cured, being liable to discoloration.

Work will be begun shortly upon the new warehouse of the American Cigar Company at Stoughton, Wis. The company is also erecting new warehouses at Sparta and Brodhead, Wis.

At Edgerton, Wis., on Friday at midnight, the tobacco warehouse belonging to Saunders of Baltimore and designated as "No 13," was struck by lightning and burned to the ground. The warehouse was occupied by C. L. Culton and contained 500 cases of 1900 tobacco which was insured for its full value. The building was also insured.

HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,

East Petersburg, Pa.

We Employ No Salesmen

All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.

WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

IMPORTANT NOTICE

A recent threatening circular sent out to the cigarmakers of the country by the Miller, DuBrul & Peters Manufacturing Co. is a remarkable document. A **Valid** patent secures an inventor a **Monopoly** for seventeen years. For that time a valid patent is better than a **Trust,** because it is lawful

The gentlemen composing said company claim in their circular that, beginning 30 years ago, they have taken out 149 patents but they don't state how many of the 149 are now alive. A patent issued 30 years ago has been dead for **13** years.

We made the same style of mold ten years ago that we are making to-day. Why do they resort to **Law Suits** at this late day? The answer is easy—Simply because their patents are no longer a protection! Congress gives an inventor **A Monopoly for Seventeen Years,** but only in return for his promise to let the public have free use of his invention at the end of that time. The Miller, DuBrul & Peters Manufacturing Co. has no live valid patent to-day, and it does not want to keep its promises made to the people through Congress over 17 years ago. **It has no lawful Monopoly and so it is now hungry to be a Trust.**

After a "live and let live" career of thirty years, **it now proposes to kill off competition by using the courts as a club.** It wants to use **Injunctions** and in this way gain the power of a **Trust.** The cigarmakers know the class of people who **Resort to Injunctions.**

The Trust will push the price way up and force you to pay it. No injunctions will be issued against us. **We have made the Best Cigar Mold on the market for years, have infringed no patent, and won't be bluffed out of business. We are in business to stay and will fight any suit brought against us, and we will protect all users of our Molds.** We have employed the best legal talent to protect us and to save the public from the forming of this Trust, and we propose to see that Messrs. Miller, DuBrul & Peters keep the promises they made to the people at the time their patents were granted.

To our customers we say: Stand pat. Don't worry. Send all threatening notices you receive to us, and we will put them to good use.

The STERNBERG M'F'G CO., 1702-12 W. Locust St., Davenport, Ia., U.S.A.

Competition in California.

Manufacturers Complain of the Low-Priced Cigars Now on the Market.

Bureau of The Tobacco World,
230 California St.

San Francisco, August 17, 1903.

When the principal streets of the city are so crowded with people that it is hard to walk along them, it is not difficult to judge the condition of business with the retail stores and the indirect results on all lines of the tobacco business. The Grand Army Encampment is on in full swing for this week, and the Corbett-Jeffries fight a few days ago brought a large sporting element to the city. Reports that come in from the representatives of wholesale houses now in the country, are that the trade in the interior is not as good as had been anticipated. Complaints are coming in every day from the cigar manufacturers to the effect that it is hardly possible for them to compete in business against the low priced cigars upon the market. The leaf dealers report that business, although quiet, has been much better than was anticipated for this season of the year.

The report has been current here as elsewhere that the R. A. Patterson Co., has sold out to Mr. McIntosh, the company's Pacific Coast representative, who has been kept informed to the contrary, has just received a personal letter from the President, which not only denies any selling out, but also any negotiations for future selling. The letter also advises that the company will henceforth have three large factories instead of one in operation. Mr. McIntosh has just returned from a trip in the North, where he found trade in Portland to be in good condition, but rather quiet along the Sound.

M. A. Gunst, who is at present in New York, leaves to-day for San Francisco, and will be here next week. At the main store of M. A. Gunst & Co., on Kearny street, alterations are being made in the shape of a number of show cases, which promise to be a big improvement to the front of the store. C. J. Belitzer is at present away on his vacation. The Milo cigarette deal, as handled by the company, proved to be a complete success. H. F. Adams and E. R. Derry, who introduced the Milo deal for the Surbrug Company, have left for the Southern California territory.

The M. Blaskower Co., has purchased from the W. H. Harrison Co., the stand on the corner of Market and Front streets.

David Lawrence, who is introducing Martin's Navy for H. N. Martin & Co., has met with some difficulty with the local jobbers who have nearly all refused to handle the goods. He may have to carry the stock here himself.

George A. Phillips, representing the La Deba Cigar Co., of Lancaster, Pa., is at present in San Francisco. From here he will go to Seattle and take in the Northern Territory.

Jack Kane, of Milwaukee, representing George A. Schuster, is in this city on his regular tour.

All of the leaf dealers in San Francisco have signed an agreement to close at 1.30 Saturday afternoons all the year round.

A deal has been consummated in Marysville, Cal., whereby Henry Marcuse becomes owner of the Enos & Hickey cigar manufacturing plant in that city. This was done in order to make a settlement with the creditors.

Barney Levy, the well known cigar dealer, of Sacramento, Cal., has sold out his business to the cigar firm of Donahue & Hirsch. Mr. Levy is making arrangements to settle in San Francisco.

Tom Sing, a Chinese cigar manufacturer, located at Clay and Stockton streets, San Francisco, was arrested on August 14th, at the instance of an inspector of the Board of Health. The Chinese is accused of drying moistened tobacco on floors and stands instead of using clean cloths stretched on boards as approved by the Board of Health.

Bob Overholser, proprietor of the Roy Billiard Parlors in Douglas, Arizona, has leased a store in the Driscol Block and as soon as the building is completed will open a large barber shop and cigar store.

L. F. Roussey, who has been associated in the cigar business with W. H. Huffman, at Oxnard, Cal., has purchased the interest of the latter, in the business and will continue the establishment himself.

A. A. Webster, of the firm of Webster & Zimmerman, on Ninth street, Riverside, Cal., is now on his way to San Francisco. Before returning home Mr. Webster will make large purchases of stock to replace that recently burned out.

The Territorial Board of Agriculture of Honolulu, H. I., has made an appropriation of $1200 to be used in making experiments on growing tobacco in the islands. These experiments will be in charge of Jared G. Smith, special agent of the Federal Experiment Station at Honolulu. It is proposed to cultivate wrapper tobacco under cover at the Louisson Plantation, in Kamakua, Hawaii. Mr. Smith states that the appropriation of $1200 will cover the cost of 7000 yards of specialty prepared cheesecloth and the frame work on which to erect it; also material, tools and the labor necessary for the experiment. At the Connecticut experiment station, on one acre of ground, under cheesecloth cover, there has been raised 1400 pounds of commercial tobacco, which sold for $1.20 per pound.

W. H. Layton and D. P. Cheney, have purchased the cigar and tobacco stand of B. C. Williams, at 106 South Main street, Los Angeles.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of ***Nashville, Pa.***

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of **UNION-MADE CIGARS**

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. AKRON, PA.

A sure cure for Dry Cigars and Tobacco.

A cure for foul, slimy, Sponge, Cotton and Felt.

The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.

Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock. No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities. No. 3 for tobacco pails. No. 4, Pans 14x11x2 to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 14x7x17 for each wall case shelf; 14x18x40 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.

O. R. RICE & CO., 103 East 14th Street, NEW YORK.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five – Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON,
Factory Representative for Penna.
1133 Ridge Avenue, Phila.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Mt. Carmel Cigar Manufact'g Co.
Manufacturers of Fine Havana and Domestic Cigars
Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf Tobacco
East Petersburg, Pa.

Reading's Rush Continues

A Busy Summer Evidently to be Followed by a Busy Fall.

Reading, Pa., Aug. 24, 1903.

Reading's cigar manufacturers are preparing for a heavy fall trade. July and August are usually the dull months here, but this summer the business has been more active than usual. None of the factories has been closed, except for a week's vacation at the request of employes. Reading's cigar industry has grown wonderfully during the past year. All of the large factories have added hands, and more than a dozen factories have been moved here. Cigarmakers can find plenty of work in this city, and good ones are in demand.

Russel P. Bowman operates one of the busiest of the small factories here, and recently added several hands. He has placed three new brands on the market —the Oleynite, the Hitchman, and the R. P. B.—all of which are meeting with a large sale.

Gumpert Brothers' cigar factory has resumed operations after being closed a week in order to give the employes a vacation. The firm is quite busy.

Harry J. Borrell, who recently purchased the cigar store at 732 Penn street, is making a number of improvements to the place. Handsome plate glass show cases have been put in, and the entire establishment is being renovated, painted and papered. Mr. Borrell will continue his store at 28 North Sixth street.

Under an execution for $300, issued against John F. Taylor—trading as the Taylor Bros.' Tobacco Company—at the instance of Baker & Eshelman, the personal property of the defendant will be sold at sheriff's sale on Monday, Aug. 24. The property consists of a lot of half tone and zinc cuts at Norton's printing office, the fixtures of the cigar factory at Carpenter and Cherry streets, and the furniture of the house at 1314 Green street.

M. Steppacher is rushed with orders. His factory has been busy all summer, and he recently added a number of hands. He runs the largest union-label factory in the city.

The new tobacco warehouse of John U. Fehr is now roofed, and it will be completed before the Fall. It is four stories in height.

The leaf tobacco business of John A. Hain & Co., at Fifth and Washington streets, is being wound up by the remaining member of the firm, W. R. High, as he purposes engaging in another enterprise. The firm had been doing a large trade for a number of years.

Jerome Lengel, of the firm of Lengel & Ernst, has returned from a successful business trip through the coal regions. He received a number of orders for the L. & E., the firm's new nickel brand, and for the Floradelphia.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

It is a pleasant surprise to hear favorably from one who seemed to have lost his entire faith in the growing crop of tobacco ever amounting to anything but a general failure. Now, this correspondent says: "The growing crop has made good progress during the past two weeks, and many fine pieces are in view. The number of such is rapidly increasing from the latter set fields."

Another 15-acre planter wrote three weeks ago that "the early set pieces have gone to the dogs." And now a different song is being sung. The fact is that where there is a compact subsoil and no chance for the water to escape, except by evaporation, there is trouble indeed. So there is unevenness in growth, chargeable to similar causes and the cool weather. Yet we think that hot weather is still in store for us, as one extreme often follows another. As the old adage has it, 'Winter doesn't rot in the skies.' Hence I expect hot weather yet."

Our correspondents write:

South Deerfield: "The leaf is sound; no damage from insects, grasshoppers, hail or wind. A few have begun harvesting. Only one sale to report, that of Fred Russell of Sunderland, at 40c for light wrappers and 15c for dark. The seconds were not sold, and are a valuable lot. This was packed by our correspondent."

Whately: "No sales to report. The work of harvesting has begun. R. M. Swift and C. B. Dickinson are putting in their crops of tobacco, and a number will begin the coming week. Tobacco, as a rule, is looking much better than it did. The color is very good, also a nice leaf, sound and no damage from green worms, hoppers, hail or wind."

Hatfield: "H. S. Hubbard has sold 62 cases, and Clara L. Dickinson 75 cases. No prices given, but said to be at advanced prices. Several buyers have been in town this week. I hope sell my own and another crop of which I have charge. We have a good crop of new clean leaf of moderate growth and of good promise. Harvesting is in full blast."

Hinsdale, N. H.: "The tobacco in this town is looking very well as a general thing. Some late pieces are coming on

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THE BEST FIVE CENT CIGAR.

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Manufacturer of
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E. B. STONER,

Packer of and Dealer in

PENNA. LEAF TOBACCO

Hellam, Pa.

fast. H. J. Day has commenced harvesting the past week. He has a fine field, the earliest in town. Men who claim to be buyers have been around for a few days past. They look the crop over and are offering small figurers for old tobacco."

North Hadley: "The harvesting of the tobacco crop has commenced. The early set pieces are not quite up to our expectations, while the later fields give promise of a better yield. The leaf is perfect, no green worms or grasshoppers this year. The yield will be nearly an average one."

Sunderland: "Cold nights and mornings keep all crops at a standstill. We are just beginning to harvest tobacco. It looks as though not over two-thirds of a crop will be harvested."—American Cultivator.

BALDWINSVILLE, N. Y.

A few sales have been reported during the past week to local buyers but only a small amount has changed hands. The interest of the buyers is principally centered in the growing crop. A few small shipments only have been made from the local warehouses.—Gazette.

EDGERTON, WIS.

A week of fine growing weather has put the tobacco fields forward more rapidly than any of the season, and brings encouragement to the growers that there is yet hope for something like an average crop. The harvest is now well under way in all the growing sections, and the leaf that is being housed compares favorably with that of other years. Dealers are riding while the harvest is on, making note of the most promising crops for future reference, but we hear of no disposition to enter into contracts for purchase.

A moderate business has developed in the cured leaf market that is of itself a more encouraging feature. Word comes from New York that a couple packings of 1902 have recently been disposed of there on packers' samples. Geo. Rumrill reports the sale of 163 cases of 1901 and 110 cases of 1900 leaf for the week. McIntosh Bros. have purchased 20 cases of '01, the A. Anderson crop. Conway Bros. & Co. received 45 cases 1901 from growers at McFarland during the week. Shipments, 400 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Offerings on the breaks only 12 hhds.; Rejections 3 hhds.; Private Sales fair—101 hhds. for the week. Sellers are disposed to hold for Fall trade rather than sell at present prices. Stocks are less than 2,000 hhds. Lugs about all gone.

QUOTATIONS

Leaf—Common, 5 to 5½c; Medium, 5¾ to 6¼c; Good, 6½ to 8c.

Cigar Wrappers, 7 to 8c. Fillers, old, 5 to 6c.

The crop in the field is doing fairly well, and cutting freely in some sections.

Phones: { Keystone, 65-64A Main Bell 62-39A

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CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 28 hhds.; Offerings on the breaks 134 hhds.; public and private sales 112 hhds.

The Leaf offerings were of Low to Medium Leaf. The offerings of Lugs were larger, but generally very common. The market was quiet and unchanged.

The weather continues favorable for the crop in the field, which is beginning to ripen. Some small cuttings have already been made, and full cuttings will be made next week. Unless we have an excess of rain at the close of the month, the quality will be good. About 10 to 15 per cent. of the crop is small and late, but has been growing well.

QUOTATIONS:

Low Lugs	$3.75	to	$4.25
Common Lugs	4 25	to	4 75
Medium Lugs	5.00	to	5.25
Good Lugs	——	to	——
Low Leaf	5 00	to	5.50
Common Leaf	5.75	to	6.50
Medium Leaf	6.75	to	7.75
Good Leaf	8 00	to	9.00

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending Aug. 22, 1903.

Rotterdam—Rooney & Spence, 1 case cigarettes; Carr Bros., 20 bales tobacco mats.

Havana—James E. Ward & Co., 15 trunks cigarettes; Trinidad Trading and Shipping Co., 30 bbls. cigarettes.

Vera Cruz—James E. Ward & Co., 11 cases cigars, 4 bales tobacco.

Trieste—Schinassi Bros., 100 bales tobacco; American Tobacco Co., 215 cases tobacco, 24 bales do.

Southampton—James E. Ward & Co., 1 case cigarettes; Merchants' Dispatch Co., 7 cases pipes; C. B. Richard & Co., 6 cases cigarettes.

SUMATRA TOBACCO.

Str. Rotterdam, arrived Aug. 17:
(377 bales.)

A. Cohn & Co.	121	bales
E. Spingarn & Co.	83	"
Theobald & Oppenheimer Co.	50	"
F. & E. Cranz	36	"
L. Schmid & Co.	35	"
Leopold Loeb & Co.	22	"
L. Loeb & Co.	15	"
H. Duys & Co.	9	"
The Hilson Co.	4	"
Charles D. Stone & Co.	2	"

HAVANA TOBACCO.

Str. Morro Castle, arrived Aug. 18:
(3,005 bales, 377 cases, 62 bbls.)

Lewis Sylvester & Son	1,229	bales
James E. Ward & Co.	596	"
Yocum Bros.	294	"
Brown Bros. & Co.	230	"
George V. Watson & Co.	121	"
E. P. Cordero	101	"
J. Bernheim & Son	88	"
Simon Auerbach & Co.	42	"
F. Miranda & Co.	38	"
Max Gans & Sons	34	"
Guedella & Co.	27	"
Edward Arendt & Son	25	"
Simon Batt & Co.	21	"
Adolfo Mueller & Co.	20	"
E. Pascual & Co	20	"
M. Sedvanch	20	"
Emilio Suarez	20	"
American Cigar Co.	18	"
Leonard Friedman & Co.	15	"
Hinsdale Smith & Co.	10	"
Hilson & Co.	10	"
S. L. Goldberg & Sons	9	"
R. M. Blake & Co.	9	"
G. W. Sheldon & Co.	6	"
Pereira, Mayer & Co.	2	"
James E. Ward & Co.	377	cases
Hinsdale Smith & Co.	20	bbls.
A. Blumlein & Co.	18	"
James E. Ward & Co.	10	"
Brown Bros. & Co.	10	"
Galion Quadreny	4	"

HAVANA CIGARS, Etc.

Str. Morro Castle, arrived Aug. 18:
(54 cases, 1 trunk.)

Havana Tobacco Co.	129	cases
Calixto Lopez & Co.	6	"
Order	4	"
Charles D. Stone & Co.	4	"
B. Wasserman	3	"
G. S. Nicholas	3	"
Charles H. Wyman & Co.	2	"
Frank Probst & Co.	1	case
Canadian Pacific R. R. Co.	1	"
R. Brown & Co.	1	"
James E. Ward & Co.	1	trunk

PORTO RICAN TOBACCO.

Str. Caracas, arrived Aug. 17:
(1,152 bales.)

American Cigar Co.	975	bales
West Indies Cigar Co.	100	"
P. & J. Frank	40	"
Co. Industreal de P. R.	20	"
J. Cohn & Co.	17	"

Str. Coamo, arrived Aug. 22:
(153 bales.)

J. Cohn & Co.	64	bales
M. Rucabado	60	"
L. Daussa & Co.	4	"
M. Rucabado (scrap tobacco)	25	"

PORTO RICAN CIGARS.

Str. Caracas, arrived Aug. 18:
(126 cases)

American Tobacco Co.	64	cases
G. W. Sheldon & Co.	22	"
West Indies Cigar Co.	11	"
Amer.-West Indies Trad'g Co.	11	"
Durlach Bros.	5	"
F. Rucabado	5	"
E. T. Wolff & Co.	3	"
P. H. Petry & Co.	2	"
M. Sola & Sons	2	"
American Express Co.	1	case

Str. Coamo, arrived Aug. 22:
(172 cases, 1 trunk.)

American Tobacco Co.	70	cases
A. S. Lascelles & Co.	20	"
G. W. Sheldon & Co.	17	"
West Indies Cigar Co.	15	"
Amer. & W. I. Trading Co.	9	"
Victor Malga & Co.	8	"
W. F. Dana	7	"
M. Rucabado	5	"
M. Sola & Sons	3	"
Anturo Bravo	2	"
R. C. Williams & Co.	2	"
Ernest F. Wolff & Co.	2	"
Frank Rucabado	2	"
J. M. Mendez	1	"
E. H. Lazarus	1	"
Order	1	"
P. G. Graspare	1	"
Antonio Males Pluverez	1	"
Philip & John Frank	1	"
Cuban & Pan-Amer. Ex. Co.	1	"
Cuban & Pan-Amer. Ex. Co.	1	trunk

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FAUGH-A-BALLAGH

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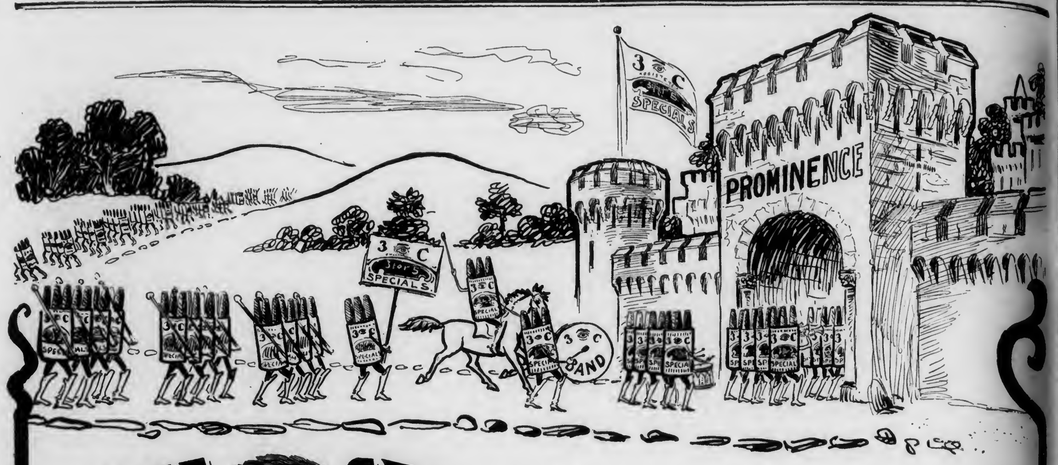

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UNION PLANTER 5-cent Cigar is Our Leader.

Business Changes, Fires, Etc.

California.

Los Angeles—Mrs. F. J. Meeker, cigars, succeeded by W. L. McDivitt.

Georgia.

Atlanta—W. A. Harris, cigars, chattel mortgage, $200.

Illinois.

Joliet—Turner & Conrad, cigars, succeeded by G. J. Turner.

Indiana.

Fort Wayne—E. V. De La Grange, retail tobacco, etc., discontinued.

Iowa.

Clarinda—Byerly Cigar Co. (not inc.) succeeded by the Clarinda Cigar Co.

Emmesburg—Godden Cigar Co. (not inc.) succeeded by W. D. McKee.

Fonda—N. L. Norton, cigars, etc., changed style to N. L. Norton & Co.

Massachusetts.

Boston—Thos. A. Beattie, cigars and tobacco, chattel mortgage, $313.——M. A. Peyser, cigar manufacturer, petition in bankruptcy.——Samuel Politsky, cigar manufacturer, removed to Melrose.

Orange—G. M. Underwood, cigars, etc., sold out.

Michigan.

Adrian—Webster & Brown, cigars and tobacco, dissolved.

Detroit—Edward Leon, tobacco and cigars, sold out.

Minnesota.

Eveleth—George W. Mulligan, cigars, judgment, $106.

Grand Rapids—George Booth, cigar manufacturer, judgment, $110.

New Hampshire.

Manchester—Sughrue & Johnson, cigar manufacturers, dissolved, and business continued by Sheridan Cigar Co.

New Jersey.

Hoboken—Joseph W. Lips, cigars, chattel mortgage, $220.

Ohio.

Ashtabula—Young & Pancoast, wholesale and retail cigars and tobacco, succeeded by J. M. Young.

Dayton—Steinmetz & Gerwels, George J. Gerwels individually, cigar manufacturers, petition in bankruptcy,

Pennsylvania.

Meadville—Frank Thomeier, manufacturer and dealer in cigars, sold out.

Middletown—J. W. Albright, cigar manufacturer, satisfied chattel mortgage, $1,200; created new mortgage, $900.

Philadelphia—E. E. Shaw, cigars, judgment, $472.

Titusville—F. H. Mitchell, cigars, sold out.

Virginia.

Alexandria—G. F. Steiner, of Steiner Bros., wholesale and retail cigars and tobacco, dead.

Washington.

Chelan—J. D. Berrier, cigars, etc., sold out to Green Bros.

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736,592 Machine for packing cigarettes or like goods; Alfred Godfrey, London, England.

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"CUBANOLA"
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"JACKSON SQUARE"
"PREMIOS"
"EXPORTS"
"LA BELLE CREOLE" (10c)

"FONTELLA"
"RENOWN"
"SALVA FUMA"
"SANTA BANA"
"PEOLA"
"SMOKETTES"
"COLUMBIA" (10c)
"DOWLEDO"

"WEGO"
"NERVE"
"STAR"
"LILLIAN RUSSELL"
"TURCO"
"VELVET"
"CONTINENTAL" (10)
"DETROIT FREE PRESS"

"SIONA"
"SPANIOLA"
"TWO ORPHANS" (2 for 5c)
"BENEFACTOR"
"FLORODORA" (3 for 10c)
"FLORODORA OPERAS" (5 for 10c)
"PIONEER"

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?
(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3.00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000 00 in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000 00 "
To the	5 persons whose estimates are next closest	($1,000 00 each)	5,000 00 "
To the	10 persons whose estimates are next closest	($500 00 each)	5,000 00 "
To the	20 persons whose estimates are next closest	($250 00 each)	5,000 00 "
To the	25 persons whose estimates are next closest	($100.00 each)	2,500 00 "
To the	50 persons whose estimates are next closest	($50 00 each)	2,500 00 "
To the	100 persons whose estimates are next closest	($25.00 each)	2,500.00 "
To the	2,000 persons whose estimates are next closest	($10 co each)	20,000 00 "
To the	3 000 persons whose estimates are next closest	($5 00 each)	15 000 00 "
To the	30.000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2.50 per box)		75,000.00
	35,213		
	35,213 persons		***$142,500.00***

Every 100 bands from above named cigars will entitle you to four estimates.
[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445, 95,483	August	483,551,833	485.441.753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800,523	575,804,470
April	427,952, 58	481,870,212	516,835,163	October	532.205,063	574,551,047	628.881,303
May	456,509 855	553,187,580	523,035,907	**NOV.**	**508,258,250**	**529,308,500**	**562,444,593**
June	473,591,527	500,693,908	532.151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.
Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it Distribution of the awards will be made as soon after December 1st, 1903, as the fignres are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands. Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue

Handsomely illustrated 80-page catalogue (page size 7 in. x 10 in.) showing all the Presents exactly as they are, and with beautiful embossed cover lithographed in ten colors and gold, will be mailed to any address upon receipt of ten cents, or ten tags, or twenty cigar bands.

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40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of **High-Grade Turkish & Egyptian Cigarettes.**
P. S.—I manufacture all grades of **PLUG, SMOKING and CIGARETTES** to suit the world. Write for samples.

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SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited — Advances Made
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First Class Stock Companies Only. **Fire Insurance** Insurance on Tobacco & Cigars a Specialty.
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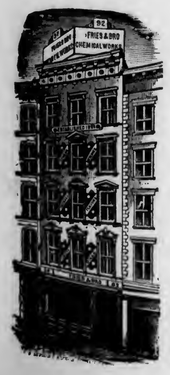
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561



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Cigar & Tobacco Flavors;
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THE AMERICAN TOBACCO CO. NEW YORK.

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Sole Owners and Manufacturers,
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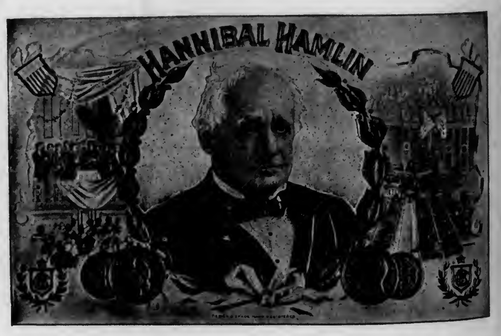

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Where they Will be Seen by the Entire Trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks

Low Prices for Tobacco.

AS in nearly every other branch of human industry a great deal of money has been made and a great deal of money has been lost in tobacco growing.

Unlike similar questions concerning almost all, if not all, other farm products, the question of whether a tobacco crop is a profitable one can seldom be answered more definitely at harvest than at seed-time. When corn, potatoes, wheat, etc., are taken from the fields to the barns and other store houses, there is little room for doubt concerning market value, but, with tobacco, the conditions are very different.

This uncertainty is very often a distinct advantage to the prosperous grower, one with plenty of ready money and one who can afford to wait for the most favorable market conditions.

To the farmers who are pressed for funds—and nearly all of them are chronically hard-up—the uncertainty is a great misfortune. They need money. No matter how confident they may be that they could double or treble the money if they could afford to wait a year or two, they are forced to sell. Even those to whom they sell are obliged to run a large amount of risk. Values often do not materially increase. Large crops of fine quality two or three years in succession keep down the value of older tobacco. Small crops of poor quality two or three years in succession send the values of older tobacco to figures far in advance of what those figures were originally.

Dealers in leaf tobacco, at least those who are thoroughly experienced, know that success in their business depends more on buying than on selling. With a good supply of standard leaf of kinds that are scarce anybody can make sales. There has been an active demand lately for several kinds of tobacco of which almost none remains on the market. Pennsylvania Broad Leaf B's of 1900 are wanted by thousands of manufacturers who are unable to find them at satisfactory prices, and when sales of this stock, and other leaf in active demand, are made, the buyer considers himself the favored and fortunate party in the transaction.

In many respects tobacco growing is a gamble from beginning to end. A difference of only a few cents a pound in a large purchase means a difference of many thousands of dollars when the buyer sells what he has bought. So many different conditions affect the tobacco market that even the men of the largest experience and the best judgment frequently find their expectations unfulfilled.

With such uncertainty among buyers of leaf who buy to sell to other leaf dealers and to manufacturers, what wonder need there be that to the farmer there is still greater uncertainty? When the grower sells his tobacco for 2½ cents a pound and learns three months later that the buyer has found a purchaser at 17 cents a pound he naturally becomes discouraged. Such extreme cases are not common, but a Ohio tobacco dealer who has been in Philadelphia the past fortnight relates such a case within his own experience, he having been the fortunate speculator.

With such conditions as exist in the longest established tobacco growing centers of the oldest of the United States, there is little reason for becoming enthusiastic over the tobacco growing prospects held out by corporations engaged in exploiting far away sections where the uncertainties must be far greater and the certainties far fewer.

In Lexington, Kentucky, only a few days ago, a meeting was held to raise funds for financing the Burley Tobacco Growers' Association with a capital of $250,000 in order to protect growers from the necessity of selling to great corporations whose object is to buy at the lowest price possible. Mass meetings have been held in Raleigh, Kinston, Goldsboro and in other places in North Carolina and in some places in Virginia to devise means for protection against the great drop in prices.

Notwithstanding the financial depression among long established Eastern tobacco growers and their discouraging outlook, enterprising boomers of railroad and colonizing enterprises are actively engaged in trying to awaken interest in the tobacco growing possibilities of distant parts of the country and of the world. Readers of daily newspapers which pay special attention to commercial interests are so accustomed to glowing accounts of the money to be made in cultivation of tobacco in places they have seldom heard of that such articles are glanced over with but little interest. Not only are such articles printed, but there are many others which tell of the growing in this country of Havana tobacco far superior to that which comes from Cuba, and of Sumatra to which importations from Amsterdam and Rotterdam are inferior. A third class of articles which make the rounds of the daily press tell how experts to whom samples of imported and domestic leaf have been submitted decide that the former is the latter and the latter is the former. Concerning the last named class, there can be no doubt that splendid results have been obtained in this country, but great expense, and not a little risk, has attended the experiments that have been successful and also great expense has attended those which have not been successful.

Uniformity is a great essential to be secured in tobacco production. Exceptionally good crops in a certain section once or twice in a long series of years do not permanently establish a reputation for the tobacco grown in that section; neither does an exceptionally fine lot of tobacco from one or two farms give the product of all farms in the same vicinity a high value. Good results year in and year out are needed to put the tobacco growing in any section on a permanently prosperous basis.

After all, conditions might be much worse than they are. The inexperienced and improvident farmer will probably continue to receive but little return for his labor, no matter what combinations may be formed to lower or to increase prices, and the man who thoroughly understands his business and never is in pressing need of funds will continue to prosper.

From the dawn of creation the law of the survival of the fittest has been in constant operation, and it will surely continue to assert itself, in tobacco growing as in all things else, until the crack of doom.

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J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
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Julius Hirschberg & Bro.
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Packers and Dealers in SEED LEAF
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Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

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THE REALM OF THE RETAILERS

A Sermon to Clerks.

IT is safe to say that one of the most vexatious troubles of the modern business man is with his help. And the trouble with the help seems to be that they have entirely wrong ideas as to what is best for their own interests. Seldom is the right advice to clerks more concisely given than by Elihu Woodworth in an article in the Retailer and Advertiser entitled "The Clerk Who Does Not Wait to be Told." This excellent advice which employers would do well to bring to the attention of their clerical force is as follows:

The clerk who does whatever he is told to do and lets it go at that, is not on the road to rapid promotion. He may believe that he is doing his whole duty and that he is accomplishing everything that can reasonably be required of him, but he is not making himself indispensable to his employer. He may escape censure, he may even be regarded as a very good clerk, but he is not essential to the success of the business. The clerk who is really valuable is the one who does not wait to be told what to do. He makes himself thoroughly familiar with every detail of the business in which he is employed, and learns just what requires to be done under ordinary circumstances. When he has made himself master of the situation and knows just what should be done in every case, he does it promptly without wasting time in asking questions or in waiting for instructions. He thus save his employer the trouble of looking after petty details, and at the same time pushes the store work ahead more rapidly than would otherwise be done.

Of course the clerk who pursues this policy may make a mistake occasionally—he would be more than human otherwise—but he is very unlikely to make the same blunder twice. And his employer, if he be able to appreciate intelligent service, will pass the matter over without censure, or at most with a mild remonstrance, for he will understand that the clerk who does things has in him the making of an invaluable assistant.

If, however, the employer happens to be one of the men who must be at the head and front of everything, one who thinks that nothing can be done right that is not done by his order and under his direction, one, in short, who wants his clerks to be mere machines rather than intelligent assistants, it is quite possible that an error may receive severe reproof, and that the maker of the mistake may be informed that he had better do what he is told to do and leave other things alone.

But if the clerk who has brains and energy enough to take the initiative is not appreciated by one employer, there are others who will be glad to secure his services. There are captains of commerce all over the country who are constantly trying to obtain just that kind of lieutenants. The young man who knows how to do things, and does them, seldom has to wait long for an opportunity to employ his talents. And the better he can do things and the more willing he is to do them, the better and surer are his chances of employment and promotion.

The clerk who does nothing more than he is told to do is not only neglecting his employer's interests and rendering himself less valuable as an assistant, but he is doing himself a positive injury. His inertness prevents the development of his intellectual faculties along the lines that would benefit him most in his chosen vocation. Waiting for another to lead makes him incapable of becoming a successful leader. If persisted in, it condemns him to a subordinate position for life. It encourages habits of indolence, both of mind and body, which, when once formed, are not easily overcome. It is a bar to advancement with employers who wish their assistants to be able to think as well as ready to act.

Therefore, the clerk who does all that he is told to do, and nothing more, is not doing his whole duty either to his employer or to himself. He is not using his brain for the benefit of the man who pays for his services, and by not using it he is defrauding him of what he pays for and has the right to receive. And, by the indolence and inertion resulting from neglecting to develop his faculties, he renders impossible the acquirement of that practical experience and self-reliance which would be invaluable to him should he ever be placed in a position where he would be obliged to think and act for himself.

* * *

The Value of Complaints.

Frequently the customers of a store are the best sources of ideas for the advertiser. Sometimes their kicks can be made decidedly beneficial in the way of store betterment. Sometimes their complaints are merely caused by their ignorance as to why things are as they are. When the kick is genuine and legitimate it will be well to improve the service which made the kick possible. When the kick is merely caused by ignorance, the good can be extracted by explaining why the thing is as it is.

* * *

Avoid Arguments.

It's a very good plan for a merchant to avoid arguments with customers unless it is absolutely necessary and it's very seldom indeed that an argument is necessary. Of course a merchant as well as any other man has a right to his own opinions but if he is wise he will keep most of them to himself. Opinions are sometimes pretty expensive. A taste for argument has cost some merchants a good deal of money but we have yet to hear of one who has made a dollar by it. Arguments on political, religious or in fact any other subject lead to nothing but hard feeling between the disputants, and the merchant should remember that his object is to make friends, not enemies.

* * *

Making Show Cards.

The object of the show card is to tell the story, or the price, at a glance, and it should be so made that it may be read on the run, for few will stop to study out an intricate card. Particularly should this be so in the essential features--the head line and the price. The secondary matter may be much smaller, for, if, the passer-by is interested enough to stop, he will invariably read the rest of the card.

"Artistic" cards are not usually made to assist the display but to advertise the maker or the signwriter. They are usually designed and executed by young, inexperienced colorists who try to show, on one card, all they know of paint mixing. Cards of this class are offensive to people color-educated or color-sensitive, and, therefore, injure the reputation of the store, the character of which is reflected in its window displays.

Elaborate or expensive cards are uncalled for and are entirely out of place as a business proposition. Nothing is so effective as a plainly written, neatly finished, black and white card.

White, being the reflection of all the rays of light, can be seen the farthest, while black absorbs all the rays of light and reflects none. Black, therefore, has no color value to affect the optic nerve and is complementary to white.

If cards are plainly lettered in black and white, they can be read farther than in any other color. The lettering should be open, and, for the best effect, cover only three-eights of the entire surface of the card.

The proper letters are, no doubt, those most in daily use, such as the "Roman" and "Block" letters used in newspaper work. They are the best known and easiest to read, and are preferable to any fancy or grotesque style. The nearer a show card is kept to a newspaper ad in design and lettering, the more nearly it fulfills its mission.

The proper colors for show card work are those known as "water color." They are "flat," or have no glaze, and do not spread on the paper.

All glazed colors should be avoided, for the glaze strongly reflects the light and at some angles will become nearly, if not quite, invisible.

* * *

Imitation.

The imitator generally gets what he has coming to him, for a year or two of experience with him will show his townspeople just what manner of man he is. He can, it is true, do business with a cheap-skate reputation, but it will be a cheap-skate business.

"Shall I then," asks the merchant, "never adopt an idea that has made a hit for another?" Most assuredly you shall. Adopt all the ideas you can, take them from every possible source, but also adapt them, study them, assimilate them, see that they just fit your needs, know why it is so—then you will be on the high road to business prosperity.

Learn all you can about your competitor's methods, and if they are good, put them into practice in your own store, improving on them if possible, but use common sense—don't feel obliged to use blue price cards and red wrapping paper just because he does things that way. Mix your business with brains.—Advertising World.

* * *

Bad Thing for a Store.

A dissatisfied clerk is a very bad thing for a store. He will talk outside the store and will spread the virus of dissatisfaction among the other clerks in the store. If the store cannot afford to pay him enough to make him contented, it would be better to let him go at once.

• • •

—The inclination to size up a customer according to the clothes he wears is strong in most salesmen. The well dressed man is not always rolling in wealth nor do rough clothes always indicate a lack of funds to buy better ones.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

Rabell, Costa & Company,

TOBACCO DEALERS

Our Specialties:

Vuelta Abajo and Santa Clara

Manrique 199,

Cable Address: RABELL.
Post Office Box, 117.

HAVANA, CUBA.

BURLEY GROWERS AROUSED.

They Hold a Convention in Lexington and Complain of Oppression.

Twenty-four Kentucky counties, one in Ohio and one in Indiana were represented at the recent meeting of Burley tobacco growers, at Lexington, Ky., which appointed a committee "to confer with the management of the Continental and American Tobacco Companies and other interests and acquaint them with the action of this convention and urge co-operation between the manufacturers and growers."

A preamble to the resolution from which the above extract is taken contained the following:

"The Continental and American Tobacco Companies have acquired control of practically all the tobacco manufactories of the world, and the Congress of the United States has enacted laws by which the growers of tobacco are, in effect, denied the right to prepare their product for market so that it may be sold direct to the consumer. The consequence is, there is practically no market for tobacco, except that which may be fixed by the Continental and American Tobacco Companies. Therefore, the growers are deprived of the benefit of competition among purchasers, which condition does not obtain as to any other commodity, and by reason of which condition the Continental and American Tobacco Companies have a monopoly of the tobacco market in all its branches, and, therefore, have the power to arbitrarily fix the price of every pound of tobacco in the hands of the producer, without regard to the real value or the price at which the tobacco is sold to the consumer. The result is that tobacco when sold by the producer sells for less in comparison to the cost of production than any other product of agriculture. The tobacco growers of Kentucky, produce nearly fifty per cent. of all the tobacco grown in the United States, and nearly ninety per cent. of all the Burley tobacco grown in the world. An effort is being made, in opposition to the interests and wishes of the growers, to consolidate the Louisville and Cincinnati Exchanges with the Continental and American Tobacco Companies, or put such exchanges under the control of said companies, thereby destroying home markets and forcing every pound of tobacco that may be produced to be shipped to Louisville or Cincinnati and there sold through one of the exchanges, for the sole purpose of enabling said proposed consolidated interests to further oppress the growers by exacting from them unreasonable and unnecessary warehouse fees and charges, which, added to the cost of production, will reduce the compensation of the grower for his labor and capital invested to such an extent that tobacco can not be profitably produced at the price now being paid for it, and if said proposed combination be consummated many of the tobacco growers will be forced to discontinue business."

[From the Washington Post.]

The Department of Justice has received no official information regarding the resolution of the Farmers' State Alliance of North Carolina, objecting to the price of leaf tobacco. It is likely, however, that the document will be turned over to the Department after passing through the President's hands.

The resolution sets forth that there is no cause for the great fall in the price of leaf tobacco other than the consolidation of the American and Imperial Tobacco Companies. The Alliance petitions Governor Aycock, through joint action with the Governors of Virginia and South Carolina, to urge the President to enforce any existing law for the suppression of monopoly in the purchase of tobacco.

The petition will first be forwarded to President Roosevelt, and will then probably be sent to the Department of Justice. In the latter event an investigation will be made to ascertain whether there is a statute to cover the case.

WISCONSIN TOBACCO CROP.

Value Estimated at $8,000,000.

Statistics gathered by the industrial department of the St. Paul Railroad warrant the statement that tobacco is fast supplanting corn as a Wisconsin crop. This year there are nearly 50,000 acres of tobacco under cultivation, and the estimated value of the crop is $8,000,000. The growth of the industry is shown by the fact that the American Tobacco Co. is now building on the line of the St. Paul Railroad four immense tobacco warehouses and is enlarging two others. The new warehouses will be located at Watertown, Brodhead, Sparta and Stoughton. The capacity of each of these vary between 1,500,000 and 2,000,000 lbs. The principal counties where the tobacco is raised are Dane, Rock, Columbia, Crawford, Vernon and Munroe. Wisconsin now ranks fourth in the list of tobacco growing States.

Money Offered Uncle Sam.

The extraordinary procedure of a railroad company offering to advance money to the United States Government for the purpose of a public building has been recorded in the case of the Southern Pacific, through General Passenger Agent T. J. Anderson. He desires to have the proposed tobacco drying warehouse built at Nacogdoches, Texas, at once, without waiting for the red-tape procedure through the next session of Congress, in order that he can send out his immigration agents immediately and offer inducements to tobacco farmers to move into Texas.

—The Hopkinsville Tobacco Board of Trade has subscribed $100 towards the exhibit of Kentucky tobacco at the Louisiana Purchase Exhibition to be held in St. Louis next year.

Sutter Bros.
INCORPORATED
NEW YORK CHICAGO ST. LOUIS HAVANA

2381 Cases
1902 Crop
Connecticut Broad Leaf
South Windsor Tobacco Only.

3896 Cases
Connecticut Havana Seed
Crop ... *1902*
Samples ready for Inspection.

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

GEORGE W. BREMER, JR. WALTER J. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM, LEAF TOBACCO

No. 119 North Third Street, PHILADELPHIA.

IMPORTERS, PACKERS and DEALERS in

L. G. Haeussermann & Sons

Importers, Packers and Dealers in

LEAF TOBACCO

23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street, PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in Leaf Tobaccos

136 North Third Street

PHILADELPHIA

Retail Department is strictly up to date.

Superior Grades of

Sumatra, Havana and Domestic Tobacco

B. Liberman

242 North Third Street, Philadelphia

IMPORTER OF

S. Weinberg, Sumatra and Havana Dealer in all kinds of Seed Leaf Tobacco

120 North Third Street, Philadelphia.

H. Velenchik. S. Velenchik.

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

J. L. & M. F. GREENE,

PACKING HOUSES: Janesville, Milton, Albany, } Wis.

PACKERS OF LEAF TOBACCO

TELEPHONE WIS.

STORAGE CAPACITY 10,000 CASES

Reading, Pa.

Importers of Sumatra Tobacco

Cable Address: "HERR."

Joseph Hirsch & Son

O. Z. VOORBURGWAL 227 Amsterdam, Holland.

Office, 183 Water St. NEW YORK

LOUIS BYTHINER J. PRINCE

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.

Long Distance Telephone, Market 3025.

LA FISSEL CIGAR CO.

MANUFACTURERS OF

Fine Union-made Cigars

EAST BERLIN, PA.

Correspondence with Wholesale and Jobbing Trade solicited.

S. LIBERMAN

Manufacturer of the

SPORTY BOY 5c Cigar

POPULAR EVERYWHERE

531 Wharton St. PHILADELPHIA

E. E. Kahler,

328 to 332 Buttonwood Street, Reading, Pa.

Manufacturer of High Grade

Seed and Havana CIGARS

Correspondence solicited with the Wholesale and Jobbing Trade.

IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF

L. P. Kimmig & Co. Tobaccos

153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

HAVANA'S CIGAR EXPORTS GREATLY REDUCED.

Only About One-Half What They Were Before the McKinley Law Went Into Operation—Leaf Prices Very Firm.

HAVANA, August 24, 1903.

The demand for factory vegas has continued very active, and there has been experienced more call for old Remedios, first and second Capaduras. While general sales show a temporary falling off, the additional large contingent of new buyers is bound to increase the number of bales to be traded in during the coming week. Receipts from the country indicate a decrease, particularly in Vuelta Abajo; therefore, the formerly expressed opinion that the 1903 crop would show a falling off appears to be verified already to some extent. New Remedios is arriving more freely from the country, but that there will be no heavy quality for mixing purposes is confirmed by the examination of each lot. There is some small proportion of a medium heavy quality, which is almost ready to be worked at once, but grave doubts are entertained as to how this tobacco may look after the cooler weather has completed the curing process. Prices are very firm for all choice Vuelta Abajo, Partido and old Remedios. Wrappers, on the other hand, are so scarce and the demand for them is so keen that there is no telling what prices may be conceded by manufacturers who still are short of them. Sales amounted to 7400 bales in all—4300 of Vuelta Abajo, 650 of Partido and 2450 of Remedios. American Buyers purchased 5200 bales of the different varieties, and Europe took 200; for local consumption 2000 bales have changed hands.

THE 1904 CROP.

The seedbeds having been prepared more or less all over the Vuelta Abajo, sowing has begun. Whether the farmers will be able to get abundant, good and low-priced seedlings during the month of October, depends on the weather.

BUYERS COME AND GO.

Arrived—August Kuttnauer, of Cleveland, Ohio; Sol Hamburger, of Hamburger Bros. & Co., New York; Benj. Rothschild, of Rothschild Sons & Co., Chicago; J. Fernbach, of E. Fernbach & Son, Chicago; Walter C. Sutter, of Sutter Bros., Inc., Chicago; M. Wengler, of Wengler & Mandell, Chicago; S. Ruppin, of S. Ruppin, New York; E. J. Stachelberg, of M. Stachelburg & Co., New York; John Fielding, of Rothschild & Bro., New York; Abraham Siegel, of A. Siegel, New York; Samuel J. Davis, of Samuel J. Davis & Co., New York; J. B. Creagh, of Loeb Creigh Havana Co., Philadelphia.

Departures—M. Ruppin, for New York; J. Dankowitz, for New York; J. Jay O'Brien, for New York.

CIGAR MANUFACTURERS.

Havana cigar manufacturers are apt to complain and, to a certain extent, they are justified in doing so, as the industry here has undoubtedly suffered severely from the onerous tariffs imposed by most countries, and which has cut the business down to such an extent that the exports are only one-half of what they used to be before the advent of the McKinley bill. Still, while the future is by no means very promising, unless through annexation, a wonderful revival should take place—which appears too remote to be thought of yet—the factories here are at last entering again upon their busy period of the year, and during the coming four months they will have to bestir themselves to make hay while the sun shines. The independent factories of standing are increasing their daily outputs. H. Upmann & Co., of the famous "H. Upmann" brand, Behrens & Co. of "Sol" and Luis Marz, Rabell Costa & Co. of Ramon Allones, Cruz Roja and Marques de Rabell, Rodriguez Arguelles & Co. of Romeo y Julieta, Enrique Dorado & Co. of "El Rico Habano" and Charles Blasco of "Carlos Blasco" are all doing well and progressing, as are others too numerous to mention. Exports last week were nearly 3½ million cigars, per S. S. Havana.

BUYING AND SELLING.

Sobrinos de A. Gonzalez were again sellers to the extent of 1200 bales of Vuelta Abajo, Partido and Remedios.

The Loeb-Nunez Havana Co. was a heavy buyer the past week, accumulating 1350 bales for friends, and disposing of 250 bales of Remedios.

Garcia & Co. do not like to give figures, but they must have sold at least 1200 bales of Vuelta Abajo and Partido, not counting the number of bales spoken for by quite a number of buyers for their different escojidas of Vuelta Abajo. Don Manuel Garcia does not like to blow his horn, and the news has to be got in a roundabout way.

Juan Diaz Inguanzo closed out 700 bales of his choice old Remedios holdings.

J. Dankowitz was one of the heavy buyers of factory vegas of Vuelta Abajo and Partido, laying in a supply of 1000 bales of the best grades only.

Bruno Diaz & Co. turned over 500 bales of Vuelta Abajo and Partido.

Pantaleon Carcaba is one of the buyers who spends enough time in our market and in the country to post himself thoroughly. He secured 800 bales of the finest growths of Vuelta Abajo and Partido additionally this past week, and has taken a warehouse here, San Miguel 73, where he intends to store his purchases until needed and also to open a stripping place. His firm, Garcia, Vega & Carcaba, has been established in New York (341 to 343 E. 59th st), for the last sixteen years, and has operated a clear Havana cigar factory at St. Augustine, Fla., for the last twelve years. Their leading brand, "El Mas Noble," is meeting daily with more success and their output has gradually increased, so that they make from 25,000 to 30,000 cigars daily. Perseverance, skill and honesty are bound to reap their reward in the end, and the public although doubtful and skeptical in the beginning, be-

ESTABLISHED 1844

H. UPMANN & CO.

HAVANA, CUBA

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169

OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL HABANA

FABRICA DE TABACOS AMAT VICTORIA CURAM LUIS MARX HABANA

SOL and LUIS MARX

Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.

MAKE

Pure Habana Segars

THAT SELL

"At the SIGN of the BULL DOG,"

New York.

Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

Bridat, Mont Ros y Co. Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
☞SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.☜
P. O. Box 298. Cable Address, "Aixalaco."

E. A. KRAUSSMAN
Importer of *HAVANA TOBACCO*
170 Water Street, NEW YORK

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. *NEW YORK*

stows its favors justly in the course of time.

Aixala & Co. always pushing and energetic, turned over 400 bales of various kinds of leaf, old Remedios, Vuelta Abajo and Partido, and this does not include the sales made previously of tobacco to arrive upon contracts from their escojidas.

August Kuttnauer arrived here, after an absence of six years, from Cleveland, Ohio, where he has been quietly living the life of a capitalist retired. However, as he is still too young to do nothing, he has returned; apparently to his old love, and is posting himself about the stock of our market. While he says his trip is only for pleasure, and to enjoy the beautiful hot climate of the tropics on account of his health, he will doubtless not leave here empty handed.

Rabell Costa & Co. sold 350 bales of their fine Vuelta Abajo packings to local factories.

Sol. Hamburger always goes slow until he has seen everything, but he could not withstand the temptation to pick up a couple of hundred bales of extra choice Vuelta Abajo vegas. At present he is in the country to watch his Partido packings.

Sobrinos de V. Diaz disposed of 300 bales of Vuelta Abajo and Remedios.

Lewis Sylvester & Co. Max Stern purchased 600 bales more of the finest Remedios first and second Capadurus he could lay his hands on, and he is now devoting his time to selecting the best Vuelta Abajo vegas he can find.

G. Salomon y Hnos turned over 150 bales of their fine old Vuelta Abajo fillers.

Antonio Suarez received 400 bales of his choice Vuelta Abajo escojidas this past week and doubtless he will dispose of them the coming one.

Muniz Herms & Co. were busy registering the various lots of Vuelta Abajo and Remedios arrived from their packings and, as they have several trades pending, they are bound to do some business this week.

H. Upmann & Co. purchased 300 bales of prime vegas of Vuelta Abajo, low lands, for their factory.

Gonzalez Mora & Co. received 200 bales of their recent purchases made upon contracts for future delivery from packings. Their output is now 55,000 cigars per day.

Receipts of Tobacco from the Country.

	Week Ending Aug. 22. Bales	Since Jan. 1. Bales
Vuelta Abajo	8,875	124,592
Semi Vuelta	461	4,403
Partido	2,376	33,423
S. Clara & Remedios	2,987	45,971
Santiago de Cuba	182	2,531
Matanzas	63	127
Total	14,944	211,047

Lancaster County Leaf

Less in Quantity and Poorer in Quality Than That of Last Year.

Lancaster, Pa., August 31, 1903.

The leaf tobacco dealers of Lancaster County are a busy lot of men, being actively engaged in disposing of their 1902 crop. The present season has been an unusually good one among the cigar manufacturers of this county, the best in its history, perhaps, as shown by the receipts of the Internal Revenue office in the sale of stamps. Few factories have been closed, and these for a short vacation only. There has been a steady increase in the number of hands at work in the factories and a number of small new factories have sprung into existence.

There is good demand for 1902 seed leaf, and during the past week 2700 cases changed hands in Lancaster alone. Fillers have the call, but these grades

A Winning Proposition
That is what you will find in the
HES-RA
The Latest and Best
Egyptian Cigarettes
on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.
M. G. Hollis & Co.
Manufacturers,
READING, PA.

G. M. Wechter, *Established 1883*
Manufacturer of
Cigar Boxes
GOLD LEAF PRINTING a Specialty
Akron, Pa.

F. W. Dohrmann. [Estab'd 1873] Theo. S. Dohrmann.
F. W. Dohrmann & Son,
Packers of Cigar Tobacco
Packing Houses: { Covington, O. Gettysburg, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.
Redryers of Burley Tobacco
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.
Samples forwarded on application.
Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of

Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

DEUTSCH BROS.

Union Made CIGARS of Merit

1397-1399 AVE. A. NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.

READING, PA.

are getting scarce, and prices are stiffening. The weather conditions are none too favorable for the growing crop. A few days of hot weather have been followed by very heavy, washing rains and a cool, even cold, spell. The crop, however, has all the moisture needed to carry it along towards maturity. Most of the crop has been topped and some has already been cut and housed. Tobacco growers who are questioned about the condition of the new crop invariably reply that it is a good one, but persons competent to judge, who have traveled through the county, say this is not the truth, and that five fields out of six prove the falseness of the growers' statements. The season has been a bad one for developing the plant, which is generally small, and the worst is that the season is too far advanced to allow of a full development now. Good fields of tobacco are an exception, not the rule. As the days go by, when the growers may begin to think of frost, they hear on all sides the caution: "Let the tobacco get ripe." The acreage this year is considerably below the fifteen thousand acres of last year, a fact due to the lack of labor, caused by laborers flocking to new trolley work and the work on the new Pennsylvania Railroad low grade freight line across Lancaster County.

John Hieland, of Meisky & Heiland, leaf dealers, is home from Connecticut, where he went to sample and to inspect the firm's packings.

L. E. Ryder, of the L. E. Ryder Cigar Company, has returned from New York, where he went to take in some of the yacht races.

S. I. Moss, of the cigar manufacturing firm of S. R. Moss & Co., is home from a visit to Atlantic City.

Brother Myers, representing F. Marandi & Co., New York, was in Lancaster this week, and so was L. R. Eisenbrandt, of the firm of M. Bamberger & Co., Philadelphia, and Samuel Kauffman, representing William Steiner, Sons & Co., New York lithographers.

The addition to Captain J. R. Brickers' cigar factory, at Lititz, will give him bench room for sixty more hands.

Daniel J. Simson, for nearly ten years past bookkeeper for S. R. Moss & Co., Lancaster, leaves next Saturday for Newark, Ohio, to associate himself with Swisher Brothers, cigar manufacturers, as office manager. His place with S. R. Moss & Co. will be taken by Samuel Pioso, manager for the Central Cigar Company, Lititz.

Reading Cigars Popular.

Manufacturers There Busy and Increasing Their Facilities.

Reading, Pa., August 31, 1903.

The business block, which is being erected at the southeast corner of Seventh and Franklin streets, by John W. Fehr, is rapidly nearing completion. Mr. Fehr will remove his cigar and leaf tobacco business from 1017 Chestnut to the new building about October 1st. The building is four stories in height and is equipped with elevators and every modern convenience. Mr. Fehr expects to extend his leaf tobacco business. He will pack more leaf tobacco than ever before and will import his own leaf from Cuba and Sumatra. The building is being erected by Sherman & Son, contractors. Mr. Fehr's residence adjoins the warehouse.

H. F. Fidler & Co. have filed another bond with Collector Fred. W. Cranston, for their new cigar factory at Womelsdorf, this county, in the sum of $10,000. The firm will occupy a new three-story brick factory and expects to employ at least 100 hands at the start. The firm is making excellent progress and is exceedingly busy.

Otto Eisenlohr, who has conducted a tobacco stripping factory at Bally, this county, the past two years, has discontinued the same. The tobacco will hereafter be stripped in his Lancaster factory.

C. M. Yetter's cigar factory at Mohnsville, this county, has resumed work after an idleness of several days. Mr. Yetter was in attendance at the sessions of the Knights of Pythias, at Carbondale. He is exceedingly busy at present and is making preparations for the fall trade.

Joseph A. Keller, cigar manufacturer, formerly a member of the firm of Goldsmith & Keller, has returned from an extensive western business trip. He arranged with a number of leading wholesale houses in the larger cities to handle his output, and he makes large shipments daily.

Daniel Fleck, of the Fleck Cigar Company, has returned from a unique business trip through the coal regions, as far as Williamsport. He drove almost the entire distance with an advertisement wagon. On the body of the vehicle is a large dome shaped canopy, which is made to revolve while the wagon is in motion. There are 6 sides to the canopy, each containing the name of one of the firm's popular brands. Charles Fleck, the senior member of the firm, and his family, have returned from a week's trip to Atlantic City. The firm is very busy at present and purposes placing several new brands on the market shortly.

Fred A. Hawk, of the firm of Bitting & Hawk, spent a week in the southern end of the State, and came home with a number of orders. The firm enjoys a large run on its Way-On cigar.

H. H. Wentzel recently made a shipment of 50,000 of his Shamrock cigars to a Buffalo firm, and a similar order to a Cleveland Central Labor Union. Mr. Wentzel recently completed a number of alterations to his factory.

The cigar factory of Charles B. Dengler, at Mt. Penn, a short distance from this city, has been discontinued. Mr. Dengler is now proprietor of the Glen hotel.

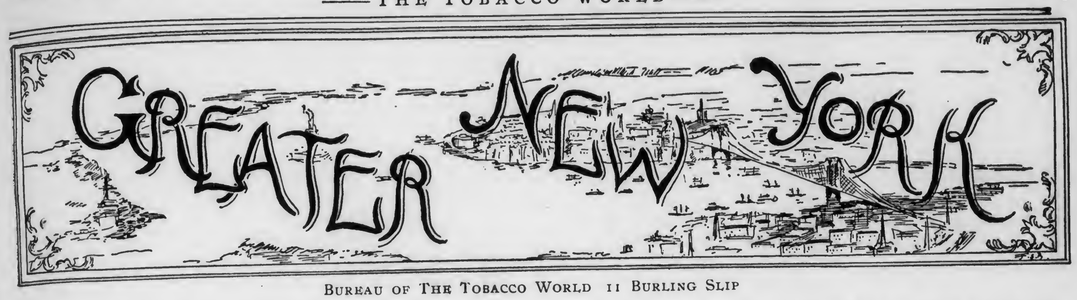
Morris A. Ruth has gone on a two weeks' business trip through New York State. He enjoys a huge business there and ships a great many of his Our Chief brand in that direction.

Harvey Heiderick, of Birdsboro, has been here looking for a suitable site to erect a cigar factory. He was engaged in business here several years ago, but relinquished it to engage in farming pursuits.

Blackman & Nagle, cigar manufacturers, report the trade outlook good, and are receiving plenty of orders. Recently several additional hands were put at work. Their Pride of the Cafe brand continues to be their leader.

William Moyer has purchased the good will, stock and fixtures of the cigar store and pool room of William H. Moyer, at 419 Penn street. He took possession August 20th. He contemplates making a number of improvements to the place.

BOLTED CIGAR BOARDS MANUFACTURED BY L. L. BEDORTHA WINDSOR, CONN



BUREAU OF THE TOBACCO WORLD 11 BURLING SLIP

A belt slipt from its wheel on the morning of August 27 in one of the largest cigar factories in this city. The slight excitement caused by this very ordinary little accident spread unaccountably and the fool who is always inevitable on such occasions raised a cry of "Fire!" Instantly there was a rush, not for the exits, which are three in number on each floor of the factory and wide and easily gained, but for the fire escapes. Before the frightened operatives reached these, however, the fact that there was no fire and, otherwise not the least cause for a panic, dawned upon them all and they hurriedly returned to their benches and to work. The packer foreman who told your correspondent of the scare in the factory became quite earnest in his advocacy of a fire drill in all buildings which harbor many workpeople. The point upon which he dwelt with most emphasis was that since the children in all public schools have fire drills regularly, factory workers should also have such drills because more liable to sudden alarms than school children are. The packer foreman's boss pointed out, however, that a fire drill, at least in the factory where the scare of August 27 took place, would be unwelcome to the operatives for the simple reason that these are all pieceworkers, and therefore unalterably opposed to any interruption to their chance to earn money, no matter what its remote object might be, even if that were the saving of their own lives. These people want to earn wages, and their rule of conduct appears to be the old bad one of "the devil take the hindmost."

***

Edward A. Kerbs, of the United Cigar Manufacturers, who has been purchasing Sumatra in Amsterdam and Rotterdam for his factories, sailed for home on the Deutschland on September 1.

***

Theodore Sommer, of E. M. Schwarz & Co's office staff, returned on August 27 from a ten days vacation stay at Whitestone, L. I., as the guest of his friend, Louis Fromer.

***

William Quanjer, Sumatra buyer for Hinsdale Smith & Co., sailed for Europe on August 29 to attend the fall inscriptions in Amsterdam and Rotterdam. Mr. Quanjer's purchases made at the first of the spring inscriptions have all found buyers on this side the Atlantic and it is to replenish stock that he will attend the closing inscriptions of the year.

***

Charlie Waller, of Jos. S. Gans & Co., is back from a brief vacation in the White Mountains.

***

Richard A. Bachia, of the recently organized house of R. A. Bachia y Ca., sails for Havana on September 3 for the purpose of laying in a stock of Vuelta Abajo leaf.

***

Henry H. Heert, of the famous old Knickerbocker Cigar Factory, left on August 29 for a month's stay, for his health's sake, at Mount Clemens, Mich.

***

A cable from Havana has it that President Palma, in compliance with a petition presented to him by the Agrarian League, has sent a cable dispatch to President Roosevelt, voicing the satisfaction of the agriculturists of Cuba over the fact that United States Congress will shortly be summoned to consider the subject of reciprocity with Cuba and expressing confidence that Congress will do justice to the island by approving the treaty.

Cuban reciprocity will trouble the cigar manufacturers of the United States only as long as Providence defers giving the farmers of Cuba a big crop of really fine tobacco, and no longer, because once Cuba raises abundant crops of fine tobaccos the cigar manufacturers of this country will be amply competent to take care of their own business.

***

Elias Spingarn, of the long-established and favorably known Sumatra importing firm of E. Spingarn & Co., who returned from Europe on the Koenigin Luise, on August 18, was confined to the house by a severe cold for several days last week, but is now rapidly recovering.

***

J. J. O'Brien, Secretary and Treasurer of the Cuban-American Manufacturing Company, got back on August 25 from a stay of three months in Cuba. Mr. O'Brien is one of the most capable and energetic of the very young men who in our day and generation are making their mark in the cigar business.

The called meeting of the Clear Havana Cigar Manufacturers' Association at the Astor House on the afternoon of August 27 was well attended. The question of Cuban reciprocity was discussed, but no formal action of a definite kind was taken. Another meeting is to be held this week.

***

Kaufman Falk, of G. Falk & Bro., who recently underwent an operation for appendicitis, is on the mend, at his summer home at Long Branch.

***

Max Schwartz, the well-known manufacturer and retailer at Third avenue and 57th street, left for Havana on August 29, for the purpose of laying in a stock of leaf for his rapidly growing business.

***

Menko Rose and Carl Wobbe, of E. Rosenwald & Bro.'s staff, recently spent Sunday at Atlantic City, with their friend and colleague, Howard Stevenson, of Philadelphia.

***

How properly to advertise cigars so that the name of a brand shall find a lasting lodgment in the memories of smokers was the interesting subject which was discussed one day last week by a well-known cigar manufacturer of this city and one of his most successful Western distributers. The Western man urged a larger appropriation than usual for bill-posting and for display cards in the newspapers of the section to which he caters.

Said the manufacturer:

"I have done all that every year for the past decade, and I shall probably do it again, because there appears to be no way out of it, but it does seem strange to me that some genius doesn't come along with a different and a better way to advertise cigars than any that have as yet been tried. Look at the cracker people. They found a genius who invented the 'in-ner seal' scheme for them, and note how fetching their 'Zu-Zu' ads are. The corset people, too, have geniuses on their pay-rolls, and so have other folks. It is only we poor cigar manufacturers whom the geniuses refuse to notice. And I wonder why. We do not stint money to advertise our brands. Some of us placard big cities such as New York and Chicago with signs bigger and finer than any those cities have ever seen before, yet the public regards them scarcely at all. They are such commonplaces that they fail almost utterly of their object. They are there and the public knows it, yet not ten per cent. of the cigar smokers call for the advertised brand in the retail stores they honor with their patronage. They simply ask the man behind the counter to hand out a good cigar, and walk out. Wealthy smokers, the very men whose patronage is best worth having, are the worst of all. These smokers should buy their cigars by the box, but they won't do that, because if they did they'd give away too many of them. So they buy a dollar's worth at a time, and seldom, oh, so seldom, a dollar's worth of the advertised brands. They're afraid they won't get as much value for their dollar in the advertised brand as they will get in the case of a brand which is not advertised.

"In the United States the largest advertisements are devoted to the exploitation of nickel cigars, or the cheapest grades of smoking and chewing tobaccos and cigarettes. In England the reverse rule used to be followed by manufacturers there. Nowadays, or rather since the famous American invasion, cheap cigarettes are being advertised in Great Britain, and even in still more conservative Germany. Now, cigarettes and smoking and chewing tobaccos are package goods most easy of identification by the buyer, but every cigar is naked, save for a band or a burnt-in brand. Bands and burnings are not sufficient, and cigars, like Dame Truth, will always have to face the world naked. This is the whole problem which the sadly-needed advertising genius we are all waiting for must bear constantly in mind. A naked roll of tobacco—nothing more. How shall he make the public remember one particular piece of such nakedness so that the man who employs him shall profit through its sale? Oh, where is the genius?"

"He lives," said the Western distributer, "and I'm going to find him for you."

"If you do," answered the manufacturer, "I'll make you both richer than the dreams of avarice."

Is there among the readers of The Tobacco World someone or anyone who will anticipate the Western cigar distributer? If there is, he will find it greatly to his advantage to communicate with your New York correspondent at once.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA

HAVANA TOBACCO COMPANY
TRADE MARK
111 Fifth Avenue, NEW YORK
SELLING AGENTS for these Brands of Imported Havana Cigars:
La Flor de Henry Clay — La Carolina — La Africana
La Espanola — La Flor de Yncian — Manuel Garcia Alonso
La Corona — La Vencedora — La Antiguedad
La Flor de Naves — El Aguila de Oro — La Comercial
La Flor de Cuba — La Intimidad — La Flor de Murias
La Meridiana — La Rosa de Santiago — La Rosa Aromatica
A. de Villar y Villar — Estella — J. S. Murias y Ca.
H. de Cabanas y Carbajal.

LEOPOLD SCHMID FRANK LANGE
L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH, ENOS SMITH NEW YORK

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

R. B.
ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

I. J. SCHOENER. CABLE ADDRESS "TACHUELA" I. M. JACOBY
I. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

PHILADELPHIA

INSURANCE AGAINST FINES.

What would have happened long ago if the agents of the Sabbath Association had been as active then as they were late in July and early in August has now happened. The Central Business Men's Protective Association has run out of funds. The last fines paid by that association were for members against whom evidence was collected on August 9; and there wasn't quite money enough for all those cases, as one member fined for doing business on that date had to pay out of his own pocket. It looks very much as if the monthly-dues system can be improved upon in organizations of that kind. Substitution of an assessment system would be a business-like proceeding. Under the system of monthly dues the association may at one time have much more money than it needs and at another may be far behind in its financial resources. There really is no question of whether the expense to members would be increased by such a change of system as is here spoken of. Protection from having to pay the fine individually will cost just as much under one system as under the other. Monthly dues must, if the association continues in existence and that form of payment by members is retained, in amount be practically the same as assessments in the long run. Assessments will naturally vary. In one month there may not be more than forty or fifty fines to pay, and in another there may be a couple of hundred. Naturally an increase in expense of membership is not a popular proposition. Every member must settle for himself the question whether he will pay what the others do or drop out. He knows that Sunday selling cannot cost him over $26 a month if there are only four Sundays in a month and not over $32.50 even if there are five. If he drops out of the association he runs his own risk. The whole thing is a matter of chance, anyway. Many a dealer has escaped prosecution for a long succession of Sundays and would have been better off if he had started a private fund of his own, putting aside the amount of his dues and paying his fine from this reserve whenever such payment became necessary. Others have made a very profitable investment by joining the association, their dues not having amounted to over twenty per cent. of the amount of their fines. The last list of victims consisted of:

Wm. Boothby, 1233 Chestnut street
Samuel Cornfeldt, 617 S. 12th street
James F. Caulfield, 15th and Vine streets
G. Demme, 820 N. 15th street
Harry Goldsmith, 1204 Girard avenue
George Holroyd, 15th and Race streets
J. M. Hurley, 328 N. 15th street
Carl Hartman, 1317 N. 17th street
M. McGinn, 126 N. 15th street
Wm. Swartze, 1606 Fairmount avenue
P. Sanders, 1701 Seybert street
J. Smedley, 1433 Filbert street
George T. Taylor, 17th and Brown streets
C. K. Jackel, 1331 N. 17th street
John Goldsmith, 15th and Sansom streets

LOYAL PHILADELPHIANS.

Philadelphia cigars are more than holding their own in the city where they are made. For years manufacturers of cigars which have large sales in other large cities have been trying to find a correspondingly large market in Philadelphia, but with comparatively little success. Philadelphians know that Philadelphia cigars are good, and stick to them. Even in the districts where the local trade has been sought most energetically by outsiders, such widely known cigars as the Cinco and the Vesper and the Saboroso and the Maneto are, through their merit, having constantly increasing sales. Among such districts is Kensington where, when offered cigars known, by name at least, to every man, woman or child who can read bill-boards or newspapers, retailers do not jump at opportunities to buy such goods at one-third less than the regular rates. Cremos and Lillian Russells, known as $35 goods, have recently been offered there at $25 and $24.50 respectively.

HIGH TONED CIGARS.

A well written and a particularly well printed circular has been issued by Brucker & Boghein, of 2213 North Front street, drawing attention to the merits of the High Toned cigar. "We know," say Brucker & Boghein in this circular, "that its price is a little higher than ordinary goods such as are handled by many shopkeepers, and the smokers know it also; that is why the smokers prefer the High Toned cigar." All dealers who believe in making as many sales as possible rather than in making as much as possible on each sale should post themselves fully concerning the High Toned cigar.

SYSTEMATIC THEFTS.

At the cigar factory of Henry M. Weaver & Son, 155 North Sixth street, a count of the contents of boxes which should contain seventy thousand cigars is nearly finished, with the result that one cigar has been found missing from every box. A letter of complaint from a customer led to an investigation, and Noah Nunnemacher, a packer, fifty-four years of age, is under arrest. Nunnemacher has probably been working the game for years, and his wife has admitted that he brought the stolen cigars home, where they were used in paying a bottler for beer. The bottler's connection with the transaction will be investigated by the internal revenue officials. When Nunnemacher was accused by George W. Weaver, he was in the act of putting in a box a bundle containing only forty-nine cigars.

WARNING GIVEN CHINAMAN.

Lee Toy, the Mayor of Chinatown, has been given to understand that if he allows Chinese strike-breakers to work in Boltz, Clymer & Co's factory, at Fifteenth street and Lehigh avenue, many of his countrymen engaged in laundry work and other callings in this city are in danger of suffering a serious loss of patronage.

EMPIRE LEAF TOBACCO CO.

A change has just been made in the organization of the Empire Leaf Tobacco Co., which will hereafter be known as the Empire Leaf Tobacco Co., Limited. The former management will retain its interest and management with the aid and assistance of A. J. Brady, who has also become a partner in the business.

MOSTLY PERSONAL.

S. Strauss, one of the F. Eckerson & Co. salesmen, sailed from Europe August 29.

John S. Plummer has severed his connection with Young & Newman and is now Philadelphia representative of Gustav Salomon & Brother, of New York.

Ellwood Broomall and Christopher J. Wogan have dissolved their firm, which was established nearly 20 years ago and which last did business at 1223 Chestnut street.

T. R. Goodwin succeeds F. L. Hostetter as general manager for Vicente Portuondo. Mr. Goodwin has had long experience in cigar manufacturing and is as popular personally as he is energetic and enterprising in business.

Felix Eckerson has returned from Connecticut where he secured finer qualities of Connecticut Broadleaf and light Havana Seedleaf than he has ever before found in the market. The fine quality of Broadleaf and the fact that only about 8,000 cases are produced in the entire Connecticut Valley, have resulted in unusually high prices paid to the farmers, some of this tobacco selling, green, at 35 cents a pound.

Hugh C. Nolan, of the firm of H. C. Nolan & Co., cigar manufacturers at Lansdale, died on August 27, blood poisoning resulting from a carbuncle on the shoulder. His home was at 1808 North 22d street, this city. The business will be continued under the same firm name.

L. S. Green, proprietor of the cigar stand at Horn & Hardart's restaurant, 40 South Broad street, is slowing recovering from injuries received in a runaway accident in Fairmount Park last week. He had his left shoulder and two ribs broken, but the statement in the daily papers that his skull was fractured was incorrect.

Howard E. Hipple & Co. will open a cigar and tobacco store at 44th street and Lancaster avenue about September 9. Mr. Hipple, the senior partner, was for some years chief clerk at Fitzgerald & Fletcher's, 43d street and Lancaster avenue. He has a thorough knowledge of the business and is known to the writer as a thoroughly courteous and energetic worker who richly deserves a full measure of success.

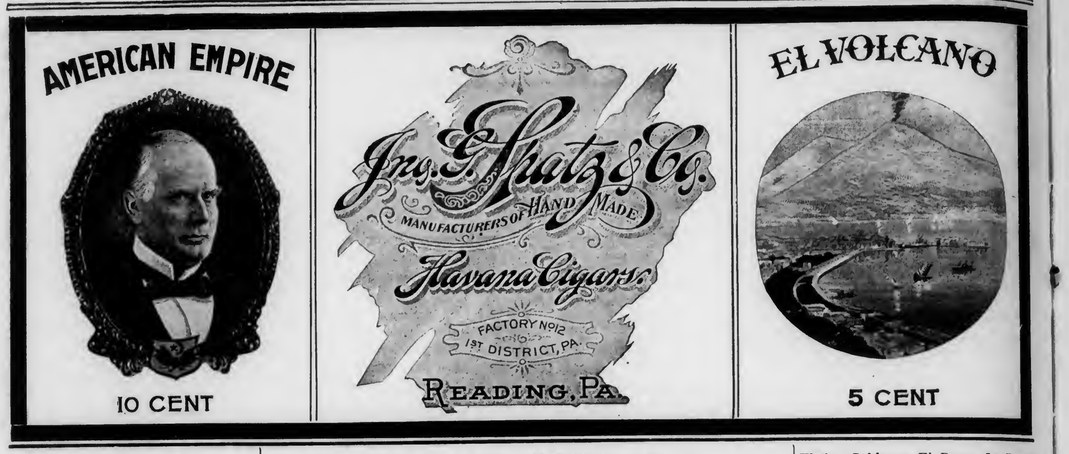
Eugene J. Powell was a bachelor when he closed his trial balance for August and left the city, but when he returns to his journal and ledger at George Burghard's in about a fortnight he will be a benedict. The place of the wedding—the Auditorum hotel, Chicago; the date—September 2; the bride—Miss Nellie Boyleston of that city. Mr. and Mrs. Powell are to reside at 2651 North 8th street, the remodeling and refurnishing of which Mr. Powell gave orders for prior to leaving Philadelphia and which will be in complete readiness for the owner and his bride on their return.

An office and warehouse in Cuba have been secured by the Loeb-Creagh Havana Co. at Armistad No. 96, Havana. This location is within three blocks of all the principal hotels, which is of great advantage in making purchases and sales, and the warehouse facilities are exceptionally good. Mr. Creagh writes to the Loeb-Swartz Co., of this city, that he finds the old Havana, particularly second capaduras, very scarce, but that he has secured some very fine first and second capaduras of 1901 Remedios and Manicaragua. The Philadelphia concern is consequently well equipped for filling orders for these goods.

PHILADELPHIA LEAF MARKET

The market continues to increase in firmness and to show somewhat increased

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York



activity, with the most noteworthy trans actions in Havana leaf.

EXPORTS.

Antwerp.—42 hhds. tobacco; 42 tons tobacco.

Liverpool.—40 cases plug tobacco; 25 hhds. tobacco.

Enterprise in York County.

Enthusiastic Work for a Fine Exhibit at the St. Louis Fair.

York, Pa., Sept. 1, 1903.

The regular orders for cigars have begun to be increased by orders for holiday goods, and the most strenuous efforts of manufacturers are unable to cope with increasing demands. One manufacturer in Dallastown has orders for no less than 80 cases of cigars which cannot be filled in the specified time. The conditions, unfortunately, cannot be remedied owing to the impossibility of increasing factory forces.

Through the prompt action of one of the employes of Myers' Cigar Box Factory, a companion was saved from severe injury while ascending on an elevator at the factory with his foot projecting over the side of the elevator.

R. D. Zeck continues to ship tobacco to Lancaster buyers of York county tobacco. Last week 40,000 pounds were shipped to Rohrerstown.

S. L. Johns last week purchased a farm in Adams county from J. L. Shorb for $12,500.

Hanover and McSherrystown cigar manufacturers have organized to aid in the movement for a proper representation of the Ninth district at the St. Louis fair, with H. H. Trone, of the former place as president, and Charles E. Miller, of the latter as secretary. J. Stanley Winget, of this city, is still energetically at work in furtherance of the enterprise, and his plan for operating a cigar factory at the fair in two departments, union and non-union, is generally approved, particularly as expenses will probably be fully met by retailing the product to visitors at the fair. John H. Little, A. F. Hostetter and W. L. Toomey will canvass Hanover, explain the proposition and obtain the names of manufacturers who will exhibit their product. The same will be done in McSherrystown by Charles E. Miller, with two assistants. Similar work in Dallastown and Red Lion has already been well advanced.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

FOR SALE —Fifty (50) J. R Williams Red Suction Tables, in good condition; will sell cheap. Address MACHINES, Box 62, care of The Tobaccc World, Philadelphia. 2-18

OLD ESTABLISHED Cigar Broker, Denver, Col., would like to represent factory making a fine line of cheap and medium grade cigars. Address BROKER, Box 31, care of The Tobacco World. 9-2

WANTED.—We have a cigar manufacturer who wishes to make a contract with some reliable firm for ten or twenty thousand scrap cigars daily. For particulars, address WINGET MACHINE CO., York, Pa. 9-2-4t

Trade-Mark Register.

ORLANDO. 14,166
For cigars. Registered August 25, 1903, at 9 a m, by Mann & Rodman, Philadelphia, Pa.

ROYAL GRAND. 14,167
For cigars. Registered August 25, 1903, at 9 a m, by Harry W. Moyer, Myerstown, Pa.

THE NUMBER 30 CIGAR. 14,168
For cigars. Registered August 25, 1903, at 9 a m, by F. L. Stoltz, Richland Station, Pa.

UNCLE DOOLEY. 14,169
For cigars. Registered August 25, 1903, at 9 a m, by F. L. Stoltz, Rich land Station, Pa.

HOMEFINDER. 14,170
For cigars. Registered August 25, 1903, at 9 a m, by F. L. Stoltz, Richland Station, Pa.

BESSIE GREEN. 14,171
For cigars. Registered August 25, 1903, at 9 a m, by F. L. Stoltz, Richland Station, Pa.

LARKS. 14,172
For cigars. Registered August 26, 1903, at 9 a m, by W. E. Snyder, Yoe, Pa.

SEAL OF WEST VIRGINIA. 14,173
For cigars. Registered August 26, 1903, at 9 a m, by U. S. Cigar Co., Pittsburg, Pa.

LA AVONDELA. 14,174
For cigars, cigarettes, and cheroots. Registered August 27, 1903, at 9 a m, by Louis Nathan, Cincinnati, O.

FIVE CENT WONDER. 14,175
For cigars. Registered August 27, 1903, at 5 p m, by H. Rosenblum, Philadelphia, Pa.

EASTERN GENTLEMAN. 14,176
For cigars, cigarettes, cheroots and tobacco. Registered August 31, 1903, at 9 a m, by the Baer-Sprenkle Co., West Manchester, Pa.

KEYSTONE BUTTS. 14,177
For chewing and smoking tobacco. Registered August 31, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

OLD FINE BUTTS. 14,178
For chewing and smoking tobacco. Registered August 31, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

MARGOLO. 14,179
For cigars. Registered September, 1, 1903, at 9 a m, by P. Margolies, Philadelphia, Pa.

REJECTIONS.

Pointer, Hiawatha, Little Wonder, Lou Dillon, Trixie, Red Devil, Companion, Reliance.

CORRECTION.

"Traveling Gentlemen" and "Cuban Gentlemen," registered for cigars by the Baer Sprenkle Co., West Manchester, Pa., should have also been for cigarettes, cheroots and tobacco.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

La Fascination, Murial, Drusilla, La Reole, Bellaura, Alarosa, Union Bee, S. Seidenberg & Co's Buffaloes, Corner Cut, G. S. M. Corner, Squabs, Broilers, El Limite, Cidic, The Elmwood Dancing Club, Flores Tropicales, Public Garden, Alisa Tamar, Vivera, Junius, Jouna, Pet Raven, Aberline, Salora, Mineola, Mayrosa, Ninada, Adeliza, Trusty Bill, Bonistar, Starfina, Judge Woodward, La Veno, Rosarita, Graduator, Glide, Lurido, El Luteo, El Doro, El Draco, La Parisha, La Adorato, El Ivica, Incamata, Albato, Amazia, El Abus, Arunco, Rubella, El Thebo, Goldspur, El Parvo, La Puncto, El Plento, Uniflora, Rubro, The King of Turkey, Kingress, Blue Juniata, Altoonettes, High Master, Municipal Bonds, Sholam Alachem, Okemes, Wal Verta, Zebrula, Trust Pounder, Condicion, Astro-Cuba, Pride of Tampa, Dick Brown, Sam Parks, Lindores, P. J. B., Argument, La Ancla de Oro, Capt. J. F. Pelletier, La Futurita, El Tamapais, Satisfiu, Commonwealth of Ky., Sap, Malencia, Overtime, Tutus Allen, Delong, V. Come, Laclede, Luh Kinkins, Judge Rummons.

Mrs. LEOPOLD COHN DEAD.

Mrs. Sarah Cohn, wife of Mr. Leopold Cohn, of the leaf tobacco firm of A. Cohn & Co., New York, died on Monday last in Germany, where she and Mr. Cohn were sojourning for the benefit of her health, which had not been the best for some time. She was about thirty-six years of age, and besides her husband, who was with her at the time of her death, five children mourn her loss.

She is spoken of as a most estimable lady, and her death is deeply regretted by all who knew her. Numerous messages of condolence have been sent to Mr. Cohn by cable.

The highest medical skill obtainable in Europe was secured, and everything possible was done for her comfort and to assist her recovery, but all was of no avail.

KAUFFMAN BROS.
MANUFACTURERS OF
High-Grade Nickel Cigars
LANCASTER, PA.
CROOKED TRAVELER---A Cigar of Special Value
PRINCE VICTOR---A Five-Cent Leader
Correspondence with the Wholesale and Jobbing Trade Invited.

Guard Against Disease and Death!
Dr. Ammon's Antiseptic Compound
☞Does Away with All Danger of Contagion.
☞Manufacturers and Dealers, Protect Your Business!
☞SMOKERS, PROTECT YOUR HEALTH! ☞Any Cigar Not Antisepticized May Make the Smoker a Victim of a Hideous Affliction.
Full information furnished by
Dr. J. S. AMMON, 311 Penn St., READING, PA.

"Millions for Farmers" So Says Secretary Wilson, U. S. Dep't of Agriculture
TEXAS TOBACCO TRACTS
Write for Full Information to....
Exhaustive tests prove that the finest grade of... CUBAN LEAF Filler and Wrapper can be grown in East Texas on line of the
SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.
T. J. ANDERSON, General Passenger Agent, Houston, Tex.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in Leaf Tobacco
Lancaster, Pa.

J. W. BRENNEMAN,
Packer of and Dealer in *Leaf Tobacco*
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, Moundsville, W. Va.
Jobbers, Write for Samples.

THOS. R. DEECKER
YORK PENNA.

MANUFACTURER OF
Sweet Damsel, D. & S.
High Grade Medium Priced
Cigars
For the Wholesale and Jobbing Trade. Correspondence invited.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER. PA.

IRREGULAR PAGINATION

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

ESTABLISHED 1866

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

10c.

A Perfect Cigar.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

5c.

A Delicious Smoke.

Strictly Hand-Made.

R. E. JACOBY

Wholesale Manufacturer of

High Grade Seed and Havana

Cigars

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

They Are Deservedly Popular.

MANUFACTURED BY

CHARLES M. YETTER,

Reading, Pa.

We use the BLUE LABEL of the Cigarmakers' International Union of America

WE SOLICIT YOUR CORRESPONDENCE.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. **707 Ohio St., Allegheny, Pa.**

HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,

East Petersburg, Pa.

We Employ No Salesmen

All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.

WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

IMPORTANT NOTICE

A recent threatening circular sent out to the cigarmakers of the country by the Miller, DuBrul & Peters Manufacturing Co. is a remarkable document. A **Valid** patent secures an inventor a **Monopoly** for seventeen years. For that time a valid patent is better than a **Trust**, because it is lawful. The gentlemen composing said company claim in their circular that, beginning 30 years ago, they have taken out 149 patents, but they don't state how many of the 149 are now alive. A patent issued 30 years ago has been dead for **13** years.

We made the same style of mold ten years ago that we are making to-day. Why do they resort to **Law Suits** at this late day? The answer is easy—Simply because their patents are no longer a protection! Congress gives an inventor **A Monopoly for Seventeen Years,** but only in return for his promise to let the public have free use of his invention at the end of that time. The Miller, DuBrul & Peters Manufacturing Co. has no live, valid patent to-day, and it does not want to keep its promises made to the people through Congress over 17 years ago. **It has no lawful Monopoly and so it is now hungry to be a Trust.** After a "live and let live" career of thirty years, **it now proposes to kill off competition by using the courts as a club.** It wants to use **Injunctions** and in this way gain the power of a **Trust.** The cigarmakers know the class of people who **Resort to Injunctions.**

The Trust will push the price way up and force you to pay it. No injunctions will be issued against us. **We have made the Best Cigar Mold on the market for years, have infringed no patent, and won't be bluffed out of business. We are in business to stay and will fight any suit brought against us, and we will protect all users of our Molds.** We have employed the best legal talent to protect us and to save the public from the forming of this Trust, and we propose to see that Messrs. Miller, DuBrul & Peters keep the promises they made to the people at the time their patents were granted.

To our customers we say: Stand pat. Don't w o rry. Send all threatening notices you receive to us, and we will put them to good use.

The STERNBERG M'F'G CO., 1702--12 W. Locust St., Davenport, Ia., U. S. A.

Wisconsin Prospects Good.

Leaf Dealers Few at Present, But Crop Reports Very Satisfactory.

Milwaukee Office of The Tobacco World,
Room 19, Miller Block.
Milwaukee, Wis., August 31, 1903.

The leaf tobacco trade in Milwaukee was never so dull as at the present time. Many of the heads of the different houses are either in the East or are preparing to leave the coming week on their fall buying trips. Some traveling men are out, but the majority can be found around the home offices. The tobacco manufacturers of the city say business is fair, and both the F. F. Adams and Leidersdorf factories are running full time. The long continued spell of damp weather has seriously embarrassed the cigar manufacturers. The humidity of the atmosphere makes the leaf too wet to handle and for the past few days some of the factories have had to lay off many of their men, while some of the smaller shops have closed up for the time being.

The Allanson Company, on Grand avenue, are featuring the "James G. Blaine," which by the way is having a big sale all over town. The "Pete Daily," is also featured and is sold at the rate of 7 for twenty-five cents.

Sam Kind & Bros. are enjoying an enormous business, owing to the fact that the American Photoscope Company, which occupies half of their store, brings in hundreds of new customers daily.

The Fay Lewis people are displaying the "Masterpiece" cigar at the Pabst Building store. The same cigar is also being featured by the Dadd Drug Co.

Leaf Crop in the State.

The return of warmer weather in the tobacco belt is improving tobacco prospects. A good growth is being maintained in all the undeveloped fields, while the warm days are assisting in the ripening in a most satisfactory manner. The harvest is so well started that it has now become general, and what is needed to insure a full crop is three or possibly four weeks' immunity from frost, which is doubtful. The tobacco that is now being harvested and going into the curing sheds is of the average size and in sound condition.

The new warehouse to be built by the American Cigar Company at Brodhead will when completed be one of the finest in the West. It will be of brick and have dimensions 55x250 feet. The plant when completed will cost $13,000 and from 400 to 500 hands will find employment during the sorting season.

The crop in the western part of the State is in a prosperous condition, despite the heavy wind and rains of the past two weeks. In some of the valleys near the Wisconsin river the water overflowed the banks and got into the fields, and in these cases the tobacco looks bad and will not get in good growing shape until the ground drys off considerably.

Out Near the Pacific.

Trade News from San Francisco and Elsewhere in California.

Bureau of The Tobacco World,
230 California St.
San Francisco, August 25, 1903.

The veterans of the Civil War are scattering again and only a few are left on the streets, whereas last week they were much in evidence. The old soldiers were to be seen everywhere in every part of town and no one could fail to notice what smokers they are. The pipe and cigars are friends to nearly all of them, and the cigars were the most abundant. The veterans of war and the weed found many sources of enjoyment in San Francisco, but their greatest pleasure, judging from all appearances, was found in the casual gatherings on every corner where memories and friendships were rekindled in the haze of meditative smoke.

Commercial men have been very scarce in San Francisco during the time of the G. A. R. celebration, when all accommodations were so crowded with visitors. The merchants are expecting them to begin to flock in now, to reap the benefits of the big business that has been done within the last two weeks. The wholesale trade, which has been taking a partial lay-off during the celebration, is beginning activities again. The country trade has remained active, especially in the Northern sections where nearly all labor disputes are now settled.

Mose Gunst, of M. A. Gunst & Co., formerly Police Commissioner in San Francisco, has returned from a long visit in Europe. He is entirely recovered from a seige of illness he had while there and is in good spirits to take up the work of the establishment here. While in the East, after arriving from Europe, Mr. Gunst, met President Roosevelt, with whom he is personally acquainted, and the President expressed personal gratification that Mr. Gunst had recovered from his illness.

Arthur Lichtenstein, city salesman for M. A. Gunst & Co., is home from New York.

The Ramar Company has been incorporated in San Francisco with a capital stock of $10,000, for the purpose of dealing in cigars and tobacco. The directors are: Edmund Herczel, Chas. Matthews, Otto Becker, Thomas D.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of *Nashville, Pa.*

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of **UNION-MADE CIGARS**

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. AKRON, PA.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

A sure cure for Dry Cigars and Tobacco.

A cure for foul, slimy, Sponge, Cotton and Felt.

The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.

Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock. No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities. No. 2 for tobacco pails. No. 4, Pans 6x11x20 to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 4x7x17 for each wall case shelf; 8x18x40 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.

O. R. RICE & CO., 103 East 14th Street, NEW YORK.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five - Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON,
Factory Representative for Penna.
1133 Ridge Avenue, Phila.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Mt. Carmel Cigar Manufact'g Co.
Manufacturers of Fine Havana and Domestic Cigars
Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUHLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

Reardon and James O'Leary, all of San Francisco.

Horn Bros., at 1047 Market street, have opened another new place between Seventh and Eighth streets. They will move their factory, now on Ninth street, to these quarters and in the front will have a retail stand.

Charlie Dodge, who has been adding new stands to his list quite frequently of late, has taken another stand on the corner of O'Farrell and Powell streets. Frank Tuchler, formerly with the Blaskower Company, will take charge of the stand.

Sam Newmark, of the cigar department of Goldberg, Bowen & Co., says that the department has been enjoying a very lively trade during the past two weeks, and expects it to continue.

Mr. Frankel, of Frankel, Gordts & Co., 225 Fremont street, manufacturers of the "La Natividad" has left on a trip to the East.

H. Bier, of H. Bier & Co., says that Oscar Reinack is making a visit to the Pacific Coast, and is very well pleased with the progress that his cigars have made in the agency of H. Bier & Co.

A stranger, representing himself as Harry Kaskell, Western agent of the American Tobacco Co., is wanted by the police of Oakland, Cal., on a charge of trying to pass a fradulent check. He dropped into the Oakland Bank of Savings and tried to cash a check for $420, but the officials refused to give up the cash without a further indorsement. "Kaskell" then departed and visited the establishments of B. Bercovich, A. L. Bruner and H. N. Bothsaw, cigar dealers in Oakland, in an effort to have them indorse the check or identify them. In each case he was refused. He then visited Berkeley and called on George Lowe, a well known cigar dealer, on Shattuck avenue. In this latter case he appointed Mr. Lowe an agent for his company and secured an order for $250 worth of goods. After securing the order he asked Mr. Lowe to cash the check and after being refused he visited the cigar store of C. R. Hoelli, but was again unsuccessful.

Smith & Husler, cigar manufacturers, of Petaluma, Cal. have dissolved partnership. Ed. Husler has purchased the interest of Harry Smith, and will conduct the business in the future.

Morris Hecht, formerly a cigar dealer, of San Francisco, committed suicide at the home of his sister, in Oakland, last week. Hecht had been in ill health for some time and was becoming blind without hope of recovery and it is supposed this caused him to take his life. The deceased was a native of Germany, 45 years of age and unmarried.

George Reede, a tobacconist, of Oakland, Cal., was drowned in the Russian river, at Camp Vacation, last week.

—Suddenly attacked by severe pains about the heart, while enjoying a carriage ride one evening last week, Maurice Collat, one of the old-time cigar dealers of Chicago, died before he could reach his home, 581 La Salle avenue.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

The recent fine sunny days, warmer nights, are just what we have all been praying for. This kind of weather was what the late tobacco needed to develop and mature the crop. It has been just as suitable for the harvesting of the earlier crops.

Unless some unforeseen thing occurs to prevent, such as an untimely frost or hail storm, the late crops of tobacco will be the best for this year. The leaf is now perfect. Green worms and grasshoppers are now wholly out of the question. Very many of our growers haven't seen a specimen of either this year. So we hazard nothing in saying that the late tobacco will be the best for this year, and this appears to be the general opinion of the growers.

The work of sampling is now on the tapis. Some damaged leaf is found, and always will be, so long as greed draws on the water to increase the weight of the crop. It is a losing game at the best. The 1903 crop of tobacco can show as handsome fields as were ever raised in the valley, with perfect leaves.

The work of harvesting is now quite general, and everybody is busy as possible. The late warm weather not only developed the tobacco, but is doing wonders for corn and other crops. We will express the hope that the growers will be willing to wait for a month or more before they fix upon a price for their tobacco. Let the speculators sweat awhile, for every reasonably good sprig of tobacco is needed to supply the trade. In the meantime we hope to see in many towns tobacco growers organize clubs for the purpose of assorting and packing their crops. But they do not need a corporation for it, in the writer's opinion.

Our correspondents write:

North Hatfield: "Some of our early grown fields are now harvesting. The plants have developed and ripened in rapid order. The weather has been all that we could desire, days and nights warm, and bringing fine weather for late fields as well as for harvesting. At the

PATENTS RELATING to TOBACCO, Etc.

737,550 Tobacco pipe, Paul H. Barz, assignor of one half to A. Stoltz, Chicago, Ill.

36,527 Design—Pipe rack, Daisy M. Wunschow, Santa Cruz, Cal.

36,528 Design—Holder for smoker's articles, Daisy M. Wunschow, Santa Cruz, Cal.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000 Factories: Cigars
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

J. K. PFALTZGRAFF & CO.
Manufacturers of High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: { YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—*The* Bear Brand—*The* Cub Brand—*The* Essie Brand.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

LA UNION CIGAR CO.

Hanover, Pa.
Manufacturers of
High Grade Union Made
Cigars
SPECIAL BRANDS:
ALEX WILSON—ten sizes;
MINERS' VICTORY, PRIMO,
LITTLE PEDRO, and
LA UNION CROOKS.

W. H. RAAB & SONS,
LA CUBANA CIGAR FACTORY
No 463
ESTABLISHED 1871.
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY
DALLASTOWN, PA.

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced Cigars
Red Lion, Pa.
Remember—the MELODIOSO is Our Leader.

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE
Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,

Packers and Dealers in Leaf Tobacco

105 S. George St., YORK, PA.

Walter B. Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of Leaf Tobacco

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.

Packers of Leaf Tobacco

James and Prince Streets,

LANCASTER, PA.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. ☞Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

A. J. HINSEY,

Manufacturer of

Fine Havana and Domestic CIGARS

For Wholesale and Jobbing Trade Only. Correspondence solicited. Akron, Pa.

E. B. STONER,

Packer of and Dealer in

PENNA. LEAF TOBACCO

Hellam, Pa.

centre of the town, some trouble has been caused by the wind which unroofed three acres of shade grown for Benjamin M. Warner, causing him considerable expense, but he is now plucking the leaves that have ripened. Very many of the growers have nearly or quite finished the harvesting and report a fine crop of excellent quality, free from blemishes."

Montague: "Our tobacco is rather late, but has been growing finely the past three weeks. The weather has been all that we could desire, and we hope to have an average crop of tobacco."

Hinsdale, N. H.: "No sales to report. A few are harvesting their tobacco. Others will commence this week. I never saw the crop so free from damage; no green worms or grasshoppers, wind or hail. The late set is coming on fast. If this weather continues a couple of weeks longer it will be a fine crop."

East Deerfield: "I am glad to report that tobacco has improved in the last two weeks. There are a few poor pieces, to be sure, but there are some pieces equal to, if not better than, those of the past three years. Harvesting begins this week. There never were fewer worms, fleas or grasshoppers than this year; a clean crop so far."

Conway: "Some commenced the work of harvesting last week and others commenced this week. We find, on cutting, that the plants are not quite as heavy as we thought. The late set is looking better, and if frosts hold off it will be a fair crop."—American Cultivator.

BALDWINSVILLE, N. Y.

There have been a number of sales reported during the past week. C. R. Northrop has been buying and on Tuesday shipped 60 cases to his firm, Julius Vetterlein & Co., of Philadelphia. M. Tobin is still buying and on Monday shipped a carload to Rosenthal & Co., Lancaster, Pa. E. C. Munroe is also in the market and is reported as having purchased about 100 cases during the last week. The weather has been favorable for the growing crop during the last few days and a great improvement is evident in the appearance of the crop.—Gazette.

EDGERTON, WIS.

The buying of the new crop which is reported to have started in Crawford county is the most important development of the week in tobacco circles. Information reaches us that ten or twelve

Phones: { Keystone, 65-64A Main Bell, 62-39A

M. Kaufman & Co.

Manufacturers of Union Made

Turkish Cigarettes

504 S. Fifth St., Phila.

Special Brands:

MUNJURA, MATCHAKA, MIENAS

Manhattan Briar Pipe Co

Manufacturers of

Briar and Meerschaum Pipes

Importers of

SMOKERS' ARTICLES

Salesroom, 10 East 18th St. NEW YORK.

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of

Fine and Common Cigars

Established 1890.

Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ

Manufacturer of High Grade

EGYPTIAN CIGARETTES

74 Wooster Street NEW YORK

Traveler-Cork Tips. Planet-Gold Tips
Planet-Plain Tips. Planet-Cork Tips

KLEINBERG'S

Chico CIGARS

AGAIN ON THE MARKET.

A Better Cigar than ever, and Selling Faster than ever before.

M. KLEINBERG,

Manufacturer.

219 N. Second Street, Philadelphia.

PATENTS

promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo. for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. Address,

H. B. WILLSON & CO. Patent Attorneys

774 F Street, N. W., WASHINGTON, D. C.

DETROIT AND BUFFALO STEAMBOAT CO

QUEENS OF THE LAKES

Steamers Eastern States and Western States

$3 SAVED TO ANY POINT WEST

Lv. BUFFALO daily 5.30 P. M., ar. DETROIT 7.30 A. M., connecting with all trains West and D. & C. for Mackinac points. Lv. DETROIT daily 4.00 P. M., ar. BUFFALO 7.30 A. M. Fare: $5.50 one way, round trip $9.00. Berths $1.00 and $1.50, rooms $3.50, parlors $4.00 each way. Week End Excursions DETROIT or Return, $2.50. Send 2c. for illustrated pamphlet. Address A. A. SCHANTZ, G. P. T. A., Detroit, Mich.

crops have been contracted for so far at prices ranging from 9 to 11 cents for wrapper and binder grades for bundle delivery. Mabbett, of Edgerton, and McIntosh, of La Crosse, are the reported buyers, but the movement so far has not attracted other dealers to the field, though there has been more or less riding in the growing sections.

The harvest has been considerably delayed during the week by frequent rains though quite a large amount of the crop is ready for shedding and growers are anxiously awaiting clearing weather. The later fields are coming along amazingly and with freedom from an early frost promise to reach maturity with a quick grown satisfactory sized leaf.

The market for old leaf has relapsed into quiet methods, though sampling of '02 packings is carried on in a limited way.

The shipments out of storage are the lightest of the year.

HOPKINSVILLE, KY.

M. D. Boales.

Market is quiet and steady, with sales all private in lots as wanted; holders are not disposed to press sales. Lugs are all gone except an occasional hogshead; Common to Good, 4¾ to 5½c.

QUOTATIONS

Leaf—Short Dark: Common,	5¼ to 5¾c
Medium,	5¾ to 6¼c
Good,	6¼ to 7c.
Leaf—22 to 25 in.: Common,	6¼ to 6¾c
Medium,	6¾ to 7¼c
Good,	7¼ to 8½c.

The Crop.—Early planting, now being housed, is large, leafy, without coarse fibre. The late planting is doing well, and promises to be of good quality.

Receipts for the week, 108 hhds; for the year, 11,270. Sales for the week, 90 hhds; for the year, 9,163.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 35 hhds.; Offerings on the breaks 116 hhds.; public and private sales 163 hhds.

The offerings show no improvement in quality or grade, being mainly low to low medium Leaf, but few Lugs appeared upon the breaks. The market was quiet at the recent decline.

The weather has been clear and hot, the maximum temperature ranging from 93 to 96 degrees.

The early plantings are being cut, and by close of the week one fourth of the crop may leave the fields for the barns; these cuttings show good quality of Leaf, and yield but a small proportion of Lugs.

QUOTATIONS:

Low Lugs	$3.75 to $4.25
Common Lugs	4.25 to 4.75
Medium Lugs	5.00 to 5.25
Good Lugs	—— to ——
Low Leaf	5.00 to 5.50
Common Leaf	5.75 to 6.50
Medium Leaf	6.75 to 7.75
Good Leaf	8.00 to 9.00

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending Aug. 29, 1903.

Liverpool—British-American Tobacco Co., 1 case tobacco; George & Brandy, 50 bags tobacco.

Manzanillo—James E. Ward & Co., 4 bales tobacco.

Vera Cruz—James E. Ward & Co., 4 bales tobacco.

SUMATRA TOBACCO.

Str. Rotterdam, arrived Aug. 25:
(189 bales.)

G. Falk & Bro.	52 bales
Pennsylvania R. R. Co.	42 "
A. Cohn & Co.	32 "
The Hilson Co.	27 "
F. & E. Cranz	19 "
E. Spangler & Co.	9 "
H. Duys & Co.	7 "
Leonard Friedman & Co.	1 case

HAVANA TOBACCO.

Str. Havana, arrived Aug. 25:
(2,695 bales, 59 pkgs., 905 bbls.)

James E. Ward & Co.	838 bales
Lewis Sylvester & Son	779 "
Weil & Co.	282 "
G. Salomon & Son	100 "
Sartorius & Co.	88 "
Hamburger Bros. & Co.	85 "
Merchants' Dispatch Co.	73 "
Rothschild & Bro.	55 "
Jose Gonzales & Co.	53 "
E. Regensburg & Sons	50 "
D. H. Delmonte	46 "
S. Goldberg & Son	38 "
Gans & Son	35 "
Leonard Friedman & Co.	29 "
Lai Main	26 "
E. Rosenwald & Bro.	25 "
J. Bernheim & Son	20 "
Hinsdale Smith & Co.	17 "
Simon Batt & Co.	15 bales
Andrez Diaz & Co.	15 "
Yocum Bros.	10 "
R. M. Blake & Co.	9 "
Ralph Mayers	5 "
M. S. Arrue	2 "
American Cigar Co.	41 pkgs.
Hilson Co.	18 "
Lewis Sylvester & Son	789 bbls.
Sartorius & Co.	88 "
Rothschild & Bro.	15 "
James E. Ward & Co.	11 "
Leonard Friedman & Co.	2 "

Str. City of Washington, arrived Aug 29:
(187 cases)

E. Hoffman & Son	49 cases
James E. Ward & Co.	35 "
Suarez, Rubiaba & Co.	29 "
J. J. Schlange	25 "
Hamburger Bros. & Co.	16 "
L. Friedman & Co.	13 "
D. Hevia & Co.	10 "
Simon Batt & Co.	5 "
Hilson Co.	5 "

HAVANA CIGARS, Etc.

Str. Havana, arrived Aug. 25:
(174 cs. cigars; 352 cs. cigars, cigarettes and cut tobacco.)

Havana Tobacco Co.	131 cases
Park & Tilford	13 "
G. S. Nicholas	9 "
L. J. Spence	9 "
American Trading Co.	4 "
Canadian Pacific R. R. Co.	4 "
Acker, Merrall & Condit Co.	2 "
C. H. Wyman & Co.	1 case
Boos & Co.	1 "
James E. Ward & Co., cigars, cigarettes and cut tobacco,	352 cases

Str. City of Washington, arrived Aug. 29:
(19 cases.)

James E. Ward & Co.	16 cases
F. A. Gerth	2 "
National Cuban Co.	1 case

Smoke

FAUGH-A-BALLAGH

5c CIGAR

WRITE

GRANEY

Commercial Cigar Co.

476 North High Street, COLUMBUS, OHIO.

Denver Union Cigar Factory

MANUFACTURERS OF

STRICTLY UNION-MADE

CIGARS

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Barnesville Cigar Co.

W. H. BARLOW, Proprietor, *Barnesville, Ohio,*

MAKER OF

High Grade Stogies

Long and Short Filler.

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Jobbing Trade solicited. Write for Samples.

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Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

J. E. SHERTS & CO.

Manufacturers of

High-Grade Seed and Havana CIGARS

Lancaster, Pa.

E. E. Weaver

Manufacturer of Fine Cigars

TERRE HILL, PA.

Orders from the Jobbing Trade Solicited. Shipping Station, East Earl.

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THE TOBACCO WORLD

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Liberman's Cigar Branding Machine

All Defects of Others Avoided

Many New and Valuable Features

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Work Uniform

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No Annoyance from Lampblack

Complete Set of Type With Each Machine

Intensity of Heat Regulated by an Ingenious Blast Device, Securing Very Legible Lettering on the Cigar

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
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Maker of High Grade Domestic
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Capacity 50,000 per Day. Prompt Shipments Guaranteed.

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El Dorado de Habana CIGAR
Reading, Pa.

Correspondence with the Wholesale and Jobbing Trade Invited.

GEO. W. WERT & CO.
MANUFACTURERS OF
High Grade Union-Made Cigars
No. 14 North George St. *York, Pa.*
UNION PLANTER 5-cent Cigar is Our Leader.

Business Changes, Fires, Etc.

Colorado.

Trinidad—H. Westerfield & Bro., cigar manufacturers, dissolved. Succeeded by G. Westerfield.

Connecticut.

New Britain—William Radill, cigar manufacturer, receives quit claim.

New Haven—C. J. Rabanus, cigars, quit claim deed recorded.——G. Vordenbaum, cigars, quit claim deed recorded.

District of Columbia.

Washington—B. A. King, Jr., cigars, etc., sold out to R. H. Clum, Jr.

Georgia.

Atlanta—W. A Harris, retail cigars, petition in bankruptcy; receiver appointed.

Illinois.

Chicago—Thomas Brannigan, cigars, bill of sale, $1,000.——Glassman & Broton, cigarette manufacturers, announce dissolution. Succeeded by J. Glassman.

Iowa.

Davenport—Harkert & Rhodes, cigar manufacturers, succeeded by Harkert & Finch.

Maryland.

Baltimore—Benninghaus Tobacco Co., executions issued, $922.——Horwitz Cigar Co., chattel mortgage, $6,806.

Massachusetts.

Westfield—J. S. Goodrow, cigar manufacturer, dead.

Michigan.

Benton Harbor—Chas. A. Hill, cigar mfr., chattel mortgage $500 discharged.

Minnesota.

Cloquet—Wm. F. C. Gadau, manufacturer and dealer in cigars, receives satisfaction real estate mortgage $850; gives real estate mortgage $1,000.

New Mexico.

Albuquerque—H. Westerfield & Bro, cigar manufacturers, dissolved. Succeeded by H. Westerfield.

New York.

Albany—M. N. Clark, of Clark & Dawson, wholesale leaf tobacco, dead.

Ohio.

Cincinnati—Berman, Kahn & Co., cigar manufacturers, sued for receiver and accounting.

Cleveland—W. J. Lanser, cigars, etc., petition in bankruptcy.——Saml. Cohen, cigar mfr., petition in bankruptcy.

Columbus—Thos. Clyde, retail cigars, etc., succeeded by James & Harner.——J. A. Gray, manufacturer of cigars, petition in bankruptcy.

Coshocton—F. N. Levens, cigars, etc., succeeded by C. H. Bell.

Toledo—John H. Eagan, cigars, tobacco, etc., sold out.

South Carolina.

Darlington—John Coleman, tobacco, chattel mortgage, $30,000, canceled.

Tennessee.

Memphis—George C. Weiss, cigar manufacturer, sells real estate, $4,500.

Texas.

Amarilla—Cook & McDonald, cigar mfrs., succeeded by McDonald & Parker.

Virginia.

Norfolk—A. Bellenza, cigars, etc., discontinued.

Wisconsin.

Edgerton—C. L. Culton, leaf tobacco, damaged by fire.

Sheboygan—E. S. Dungan, cigars, damaged by fire.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
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CIGAR LABELS
American Lithographic Co.
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CHICAGO. CINCINNATI.

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CIGAR LABELS,
PRIVATE DESIGNS a Specialty *CIGAR RIBBONS,*
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Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

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CIGAR BOXES of Every Description
Gold Leaf Embossed Work
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Dealers in
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OF

$142,500

Will be Made in December, 1903, Based on the Month of NOVEMBER, 1903, to Smokers of

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"CUBANOLA"
"GEO. W. CHILDS"
"JACKSON SQUARE"
"PREMIOS"
"EXPORTS"
"LA BELLE CREOLE" (10c)

"FONTELLA"
"RENOWN"
"SALVA FUMA"
"SANTA BANA"
"PEOLA"
"SMOKETTES"
"COLUMBIA" (10c)
"DOWLEDO"

"WEGO"
"NERVE"
"STAR"
"LILLIAN RUSSELL"
"TURCO"
"VELVET"
"CONTINENTAL" (10)
"DETROIT FREE PRESS"

"SIONA"
"SPANIOLA"
"TWO ORPHANS" (2 for 5c)
"BENEFACTOR"
"FLORODORA" (3 for 10c)
"FLORODORA OPERAS" (5 for 10c)
"PIONEER"

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?

(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3 00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000 00 in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000 00 "
To the	5 persons whose estimates are next closest	($1,000 00 each)	5,000 00 "
To the	10 persons whose estimates are next closest	($500 00 each)	5 000 00 "
To the	20 persons whose estimates are next closest	($250 00 each)	5.000 00 "
To the	25 persons whose estimates are next closest	($100 00 each)	2,500 00 "
To the	50 persons whose estimates are next closest	($50 00 each)	2 500 00 "
To the	100 persons whose estimates are next closest	($25.00 each)	2,500 00 "
To the	2.000 persons whose estimates are next closest	($10 co each)	20 000 00 "
To the	3 000 persons whose estimates are next closest	($5 00 each)	15 000 00 "
To the	30 000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2 50 per box)		75,000.00
	35.213		
	35,213 persons		***$142,500.00***

Every 100 bands from above named cigars will entitle you to four estimates.

[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445, 95,483	August	483,551,833	485,441,753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800,523	575,804,470
April	427,952, 58	481,870,212	516,835,163	October	532,205,063	574,551,047	628,881,303
May	456,509 855	553,187,580	523,035,907	**NOV.**	**508,258,250**	**529,308,500**	**562,444,393**
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.

Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after December 1st, 1903, as the fignres are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue.

Handsomely illustrated 80-page catalogue (page size 7 in. x 10 in.) showing all the Presents exactly as they are, and with beautiful embossed cover lithographed in ten colors and gold, will be mailed to any address upon receipt of ten cents, or ten tags, or twenty cigar bands.

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Plug and Smoking Tobaccos
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Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
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KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
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Cigars, Tobacco, Smokers' Articles
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550 Times Sweeter than Sugar
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Philadelphia

GUMPERT'S
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Wholesale Manufacturer of
Cigars
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TAHOMA
FIVE CENT
PENT BROTHERS, Manufacturers, PHILADELPHIA. **CIGARS**

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Celebrated Everywhere. None Better.

Different from all. Have you noticed it?
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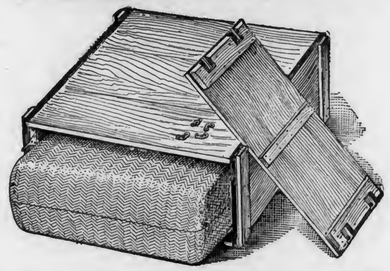

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Established 1881 Incorporated 1902

THE TOBACCO WORLD

Published Every Wednesday
BY THE
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224 Arch Street, Philadelphia.

JAY Y. KROUT, Presd't and Gen'l Manager. H. C. MCMANUS, Sec't'y and Treas.

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Register Your New Brands

WITH

The Tobacco World

Where they Will be Seen by the Entire Trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

More About Coupon Giving.

IF the retail cigar dealers of Philadelphia, or any considerable number of them, ever decide to adopt premium giving as a means of increasing trade or of guarding against loss of trade, they should obtain all information possible concerning the results of such action elsewhere.

Naturally the steps in this direction taken by retailers in New York city are of great interest to the retailers in this city; but it should be borne in mind that the people of Philadelphia are different in many respects from the people in New York and that what is a wise move in one city may prove to be an unwise one in another.

There are very few New York dealers who have today many customers whom they had five years ago or many they will have five years hence. There the population of the business as well as of the residental districts is constantly changing. Here conditions are much more permanent, and there are some stores where four fifths of the customers are personally known to the proprietors and their salesmen. Personal acquaintance and the feeling of loyalty towards dealers whom they have known for years are important factors in the hold which retailers in this city have on their patrons. Nevertheless, there are necessarily many changes in patronage in so large a city as this, and consequently enterprising men in the business cannot afford to ignore any means which promise to make and hold new customers.

At a recent meeting of the New York Retailers' Association Secretary Vanderpoorten advised all doubters to use the coupon system and said that he attributed the increase in his August business, eleven per cent, over that of the same month last year, entirely to the use of coupons. This certainly sounds encouraging, but Mr. Vanderpoorten's case may have been an exception.

The extent to which it is well to have a coupon system extend is a matter of great importance. If every cigar dealer in the city should unite in a coupon-giving plan it would be of practically no benefit to any one. Ten or a hundred or even a thousand dealers here might find such a plan profitable, whereas a larger number might weaken, instead of strengthening, their organization. If a coupon were given with every cigar bought in Philadelphia the smoker would buy just as he does now, wherever he finds it most convenient or likes the store people the best. If a limited number of Philadelphia stores—say 500—gave coupons, all of one kind, a very few weeks would serve to test the question of whether that style of doing business is profitable. If to these stores considerable of the trade of the non-coupon-giving stores was not attracted within a reasonable time the question would have been definitely and, practically permanently, settled.

Just how many dealers are needed to put the matter to a thorough test? There certainly should be a combination of enough to have one coupon store within a short distance of every important center of the city. A smoker will not walk very far out of his way for one coupon, but if there is one coupon store near his place of business and another near his home and others near where he spends his evenings he naturally will be willing to take a few extra steps in order to add to his collection of coupons.

A business-booming plan which has been successfully tried in Columbus, Ohio, might, with little expense be tried by Philadelphia cigar sellers with some modifications, although the question of whether the lottery laws would interfere is a vital one in this connection.

The Columbus business boomers have started what they call "The Thousand Dollar Club." The "Club" takes its name from the fact that one thousand dollars in gold is to be distributed by "drawing" on the first of January. There are to be 49 prizes; The first prize is $500, second, $100, third, $50, fourth $25; There are also twenty prizes of $10 each, and twenty-five of $5 each. There are probably twenty stores in the enterprise, and each store gives tickets, each ticket being good for one chance.

These tickets are charged to each store at one-half of one per cent. of the purchases they represent. The proprietors of the stores executed notes, when the prize scheme was originated, for their respective shares of the $1,000, and these notes are deposited in bank, being payable January 1, 1904. In case the receipts from the sale of the tickets to the stores failed to produce the requisite amount of cash to pay the prizes, these notes would have provided the means of making up the deficit on a pro rata basis; but the first thirty days' experience with the scheme has shown that, instead of a deficit to make up there will be a surplus to divide.

A feature of this enterprise is the use of buttons, one of which is given to each purchaser with the first ticket. These buttons, which are provided with pins by which they may be attached to the coat or other garment, are of bright yellow with

THE $1,000.00 CLUB

in black letters.

Each dealer in the scheme displays attractive cards, "Join the $1,000 Club," and giving some further particulars, in his store window and in other prominent places.

—o—

—One of the speakers at a meeting of the tobacconists of North Carolina, held last week to organize for mutual benefit, said: "Let us not abuse any trust, for we are here to organize a trust ourselves; but let us be more just than others. We will not need a president for our enterprise who draws a salary of fifty or seventy-five thousand dollars a year. We have the best brains in the world willing to work for ten thousand a year, and I think the salary amply large." There are not many men who are really worth $10,000 a year out of a job just at present, but there need not be any difficulty in finding somebody to fill the place at that price.

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T DOHAN & TAITT, Importers of Havana and Sumatra D&T

Packers of Leaf Tobacco VUELTA ARRIBA 107 Arch St. PHILADA.

Established 1825

L B S LEWIS BREMER'S SONS IMPORTERS OF Havana and Sumatra and PACKERS of Leaf Tobacco

Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in Importers of SEED LEAF HAVANA and SUMATRA TOBACCO

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son IMPORTERS AND PACKERS OF HAVANA SEED LEAF TOBACCO SUMATRA

112 N. THIRD ST. PHILADELPHIA, PA.

THE EMPIRE LEAF TOBACCO COMPANY Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra Tobacco

S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS & CO. IMPORTERS OF HAVANA DEALERS IN LEAF TOBACCO

301 & 303 NORTH 3rd ST. PHILADELPHIA

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS, Importers of SUMATRA and HAVANA Packers & Dealers in LEAF TOBACCO

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO. Importers of Sumatra and Havana AND Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD Importer of SUMATRA and HAVANA and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. KRUPPENBACHER 612-614 N. TWELFTH ST. PHILADELPHIA

J. S. BATROFF, 224 Arch St., Philadelphia, Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana Packers of Seed Leaf. Y&N

217 N. THIRD ST., PHILADELPHIA.

THE REALM OF THE RETAILERS

Worth of Window Space.

MORE INGENUITY, says the Globe-Kernicke Doings, is being displayed each year to make the show window what it should be and is intended for—a valuable advertising medium.

To appreciate its value you should do a little figuring.

We will suppose you are well located in the retail district. How many people pass your store in a day? Probably anywhere from five to fifty or more in a minute, depending upon the size of your city. If the average is ten a minute, in the eight busiest hours of the day 14,800 would pass your window.

This number, 4,800, represents what, in newspaper parlance, is called "daily circulation." Now, your show window occupies, say, 100 square feet surface space, and in it you can display attractively quite a line of goods, changing the display as often as you wish.

In a daily newspaper, with an actual circulation of 4,800, one hundred square inches would cost approximately $10 per day, and in this space you can put only cuts of the articles themselves, and as a rule the cuts but imperfectly represent those articles.

Now, your window space presents a surface 144 times as great as your $10 newspaper space, has depth in addition to surface, and in it can be displayed the articles themselves, true to life as to color, size, shape and everything; and, furthermore, they are seen at the entrance of your store, inside of which a salesman stands ready to give additional information and exercise his ability in making a sale.

This window space is yours every day and all day. It presents wonderful possibilities as an advertising medium, and it is up to you to get those possibilities out of it.

If newspaper space, properly used, is worth its cost (and we are firmly convinced it is), how important it is that so valuable an advertising medium should not be neglected.

* * *

Eli on Profanity.

Say what you will, we want the good opinion of others. The hunger for the approbation of his fellows is always at work within every man. In every well-ordered mind the demands of self-respect are just as strong. No man can reach the full height and measure of self-respect or the good opinion of good people the stream of whose speech is polluted with profanity and vulgarity.

There are so many beautiful flowers in the language we use that the thistles of profanity are not needed, and should be kept out of the garden of speech.

The business man who uses profanity drives away business by it at times. Profanity never brings any to him.

A young man seeking a position will often endanger his chances by such slips of the tongue.

We frequently give ourselves credit for good intentions in this particular, but we always forget that others do not.

As a horse sense proposition, of what use is profanity?

Do vulgar words ever help us?

A man will take a drink of whiskey and become addicted to the liquor habit because he imagines it helps him. Good for the stomach, he says.

He has not that excuse while he is serving as a slave to the profanity habit.

Breaking away from the profanity habit is like breaking a broncho to ride.

But the broncho is usually broken if the breaker keeps at it.

Guard your mouth against these useless words. Better still, keep the mind right.—Eli, in Commercial Bulletin.

* * *

Profit is What Counts.

It isn't always the big store that is the most profitable, for the volume of business is no indicator of profits. A store that sells $25,000 worth of goods in a year may make more money than another store which sells four times as much goods. Profit is what counts. If a man whose sales are $25,000 annually makes a profit of $2,500, he is better off than another merchant who sells $50,000 worth of goods with the same amount of profit. He has not only made the same amount of profit, but he has made it easier and with less worry and responsibility. The merchant should not study so much to increase the volume of his business as his profits.

* * *

Makeshifts in the Store.

Nothing is to be gained by the use of makeshifts—avoid them. Some merchants worry along, wearing out their strength with inefficient equipments, inefficient help. From year to year they waste their time and opportunities in an impossible endeavor to make something out of nothing. The workman is known by his tools, and so the merchant is known by his store equipment. Labor and time saving appliances are not luxuries—they are necessities. Modern appliances cost money, but makeshifts are ten times as expensive. Don't have makeshifts.

* * *

Holding Patronage.

A dealer may attract a large number of people to his store by advertising, but no matter how persistent his advertising may be, if it is not backed up by proper treatment of customers he can never make a genuine success. The man who must depend on new customers all of the time should become a street fakir and move from city to city. Present day competition is entirely too strong for any one man or company to control the trade in any neighborhood without carefully considering the interests of the people served.

* * *

Your Money's Worth.

In planning any business campaign it is the most natural thing for the merchant to expect to get a full dollar's worth for every dollar he spends. He watches the cost of every item with a care which indicates his business shrewdness. But, in marking his goods or in selling things to special customers, he forgets this "getting full value" principle and often "soaks" the customer to the fullest extent. This is a plan that is getting more and more unpopular. More merchants see the advantage of giving fair values always and of getting fair values in return for expenditures. If a merchant can put the right value on what he sells, he will get the friendship of the one to whom he sells. If he can get full value for what he buys, he will be saving his cash at one end and making friends at the other. It's a good rule that works at every possible point.

* * *

New $10 Counterfeit.

The Secret Service at Washington has received a new counterfeit $10 National bank note on the Mechanics' National Bank of New Bedford, Mass. The series is of 1882, check letter B, charter No. 743; Bruce, Register; Wyman, Treasurer of the United States. It is a good photograph on plain paper, no fibre; numbers, seal and panel of back tinted with thin colors.

* * *

Reducing Prices.

Speaking generally, it is a poor policy for a merchant to recede from a price he has named to a customer. Unless there is an excellent reason for not doing so, he should stick to his price. There are rare occasions, however, when it is necessary to make a reduction, but when this is done, the salesman should be careful to give the customer a very good reason for going below the price first named.

* * *

Novelty in Advertising.

The ways of the advertiser are indeed devious. A New England merchant occasioned a lot of talk by a scheme which was, to say the least, original.

He advertised that he would give receipts in full to all his debtors who applied, providing they were unable to meet their obligations.

"No matter whether it is $10 or $100 or $1,000" he declared, "any man who says he cannot pay it shall have a receipt. I want to feel kindly toward all the people and not have them burdened by any debts to me."

This munificent offer naturally resulted in much kindly comment and the altruistic merchant was regarded as a philanthropist of the first water by his admiring fellow townsmen. It afterward developed that no man owed him a single cent.

* * *

Paint for Card Writers.

Drop-black in distemper is a handy and satisfactory preparation for card work and is very generally used. It comes in one pound glass jars and costs about 16c per pound. All that is required for making it ready is a little dissolved gum-arabic and water. Mix these together thoroughly on a glass slab with your palette knife and it will then be ready to use. To secure a gloss finish, add more gum-arabic. Another black can be made by thoroughly mixing lampblack with water and dissolved gum-arabic and adding a few drops of alcohol. This, also, can be given an enamel finish by increasing the proportion of gum-arabic. Japan colors are popular with a great many card writers. Japan has a number of advantages; it is free from oil, spreads freely and evenly, dries quickly and has a brilliant finish that will not rub off. It can be had ready mixed from almost any paint store.

* * *

The Demand.

A merchant who was asked why he did not carry a larger variety of a certain line of goods replied that he carried what his customers demanded. He put in new things only as there was a demand for them, and this demand he permitted to be created by some one directly interested in the pushing of that article, rather than taking an article or many articles in which he knew there was virtue and telling about the good points. The merchant who lets the general advertiser do all the talking for him will not be able to sell anything except it be pushed by some other man for him.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

Capacity, One Million per Week.

Correspondence with the Jobbing Trade solicited.

The Best Union-Made Five-Cent Cigar in the Market.

Union-Made
All Sizes

Union-Made
All Sizes

M. Steppacher, Reading, Pa.

Visits Among Manufacturers.

By J. S. Huber.

NEWMANSTOWN.

In making up a list of names of business men who have, by their own personal efforts to a large extent, made a success of their business enterprises, we must not overlook John H. Witter. Although the writer did not have the pleasure of meeting him personally, yet the courteous manner of his representatives must impress every one favorably.

It was learned that at present a force of over 150 hands is employed by him, and some are working overtime in order to more promptly fill the steadily increasing demand for his products. Among his brands perhaps none are more popular than the Henry W. Sage, a ten-cent cigar, and the Dundreary, a nickel leader.

***

It is a pleasure to record the character of men who, on account of their thoroughly practical knowledge of the industry they represent, have achieved success. I note the name of John K. Spangler, manufacturer of hand-made five-cent cigars. Here the writer was informed that orders are being booked for future delivery.

Mr. Spangler seems possessed of the happy faculty of making friends wherever he goes, which has no doubt been of inestimable value to him in building up a desirable business.

SCHAEFFERSTOWN.

In making mention of cigar manufacturers of note, I take pleasure in referring to the firm of T. T. Zerbe & Bro. as prominent members in both industrial and commercial circles. They may be regarded as of the highest character, and worthy of the esteem and confidence of the public in general. This firm makes a high class of strictly union-made cigars, and they are quite busy, with orders ahead.

EAST PETERSBURG.

An active and progressive system in any industrial pursuit, when based upon principles of honor, is sure to bring success, and an illustration of prominence gained through these means is seen in the record of A. W. Zug, the beginning of whose business dates back to 1885. Since that time Mr. Zug has forged ahead, keeping pace with the twentieth century in placing upon the market two very popular brands, namely, Mamie Taylor and Jennie Lee, both of which are meeting with a ready sale. Mr. Zug is a public-spirited citizen, and the reputation of his business has been brought to its present station by force of character. He is a gentleman of kind disposition and pleasing manner, and in all his operations he has proven himself a man of sterling integrity.

NASHVILLE.

The remarkable competition which has been created everywhere between rival manufacturers engaged in the same line of trade has resulted in marked improvements in the methods employed in furnishing a high grade of goods. Particularly is this the case in the cigar manufacturing industry. In this connection I will bring to notice the name of H. F. Kohler, at Nashville, Pa., who impressed me with the fact of his being a fully up-to-date business man. His plant is 40 x 70 feet in dimensions, fully equipped, together with a well-appointed office. The factory is in full blast, giving steady employment to 75 hands, having orders ahead. His 144 brand is selling rapidly, as is also the case with the Happy Jim, the Washington Hunt, and other brands of his manufacture.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

INDEPENDENT MANUFACTURERS

Preparing For Anti-Coupon Legislation By Coming Congress.

A vigorous effort will be made at the approaching session of Congress to secure the passage of the Otjen-Tawney bill, which has for its object the suppression of gift and redemption schemes in connection with the sale of tobacco products of every description. This was determined in Washington recently, at an executive session of the Board of Directors of the Association of Independent Tobacco Manufacturers of the United States. It was also determined by the Directorate to have the annual meeting of the National Association in Washington about one week after Congress meets.

—A new company, with a capital of $200,000, has been formed at Tampa, Fla., by Vicente Guerra, to engage in the manufacture of cigars. It will be called the Galiano Havana Cigar Co.

PATENTS RELATING to TOBACCO, Etc.

737,736 Single delivery match safe; Wm. A. Harmon, Skagway, Alaska.

737,754 Match box; Isabelle M. Manich, Magnolia Springs, Ala.

737,672 Safety match; Joseph E. State, East St. Louis, Ill.

BOLTED CIGAR BOARDS
MANUFACTURED BY
L. L. BEDORTHA
WINDSOR, CONN.

Sutter Bros.
INCORPORATED
NEW YORK CHICAGO ST. LOUIS HAVANA

2381 Cases
1902 Crop
Connecticut
Broad Leaf
South Windsor
Tobacco
Only.

3896 Cases
Connecticut
Havana Seed
Crop ...1902
Samples ready for
Inspection.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM, IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO
No. 119 North Third Street, PHILADELPHIA.

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Retail Department is strictly up to date.

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

J. L. & M. F. GREENE,
PACKERS OF LEAF TOBACCO
TELEPHONE
STORAGE CAPACITY 10,000 CASES
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
Reading, Pa.

Importers of Sumatra Tobacco
Cable Address: "HIRE."
Joseph Hirsch & Son
4. Z. VOORBURGWAL 227 Amsterdam. Holland.
Office, 183 Water St. NEW YORK

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

LA FISSEL CIGAR CO.
MANUFACTURERS OF
Fine Union-made Cigars
EAST BERLIN, PA.
Correspondence with Wholesale and Jobbing Trade solicited.

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF
L. P. Kimmig & Co. Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

PRICES FOR LEAF FIRM IN HAVANA.

Repeated Predictions by The Tobacco World's Havana Correspondent Verified by the Present Condition of the Market.

HAVANA, August 31, 1903.

Coupled with the continued good demand for all factory vegas of Vuelta Abajo and Partido there has sprung up a decided call for old and new Remedios; so the total transactions this week in the Havana market were over 11,000 bales. Receipts from the country show a further diminution; therefore the position is an exceptionally strong one, guaranteeing at least a maintenance of the present high prices, with possibly a further rise, until the 1904 crop has passed through all the vicissitudes that the nicotine plant is subject to. Although some people assert that, owing to the hard times, many farmers will be unable to secure the ready cash which is absolutely essential, for fertilizers and seedlings at least, there is no need to borrow trouble at this period of the year, as far as the Vuelta Abajo and Partido sections are concerned, as money will be forthcoming for this purpose to do the preliminary work. As regards Remedios tobacco, conditions are more doubtful, owing to the decreased consumption of this article in the United States, and the extremely poor results which the farmers have experienced for the last two years. Sugar cane and cotton plants may take the place of many old-time vegas; still, some farmers of means and capitalists who own properties in the Vuelta Arriba very likely will stick to the culture of the weed in the hope of obtaining better results in the year to come. The stocks of old Remedios, 1901 and 1902 crops, in first hands are not above 8000 bales of 1st and 2d Capaduras, and this includes good and poor tobacco; therefore, in a couple of weeks, if the present demand continues, the first hands will have sold out this article. While the dealers and a few speculators have taken hold of this article, the former with the idea to keep their customers supplied for the next two years to come, and the latter with the object to turn an honest dollar, the manufacturers have no reason to complain, as this correspondence has warned them of the coming events since last winter. Factory vegas, while not scarce, yet may be so after the month of October has passed. Sales run up to 11,050 bales in all—4450 of which were Remedios, old and new crop (1903 growth). Destination is given as 7400 for the United States market, 2000 for Europe (Austria-Hungary, and perhaps a small proportion for Germany), and the remainder, 1650 bales, for home consumption.

BUYERS COME AND GO.

Arrivals—H. R. H. Crump, of Crump Bros., Chicago; H. S. Joseph and Jose W. Castro, of Sieber Cigar Co., New York; John W. Glaccum, of Wm. Glaccum & Sons, New York; Manuel Lopez, of M. Lopez & Co., New York; V. Mancebo, of Mancebo, Muniz & Co., New York; W. S. Lightbourne, of The Cortez Cigar Co., Key West.

Vuelta Abajo, 1000 Partido and 5600

Returned—Fernando Cardenas, Silviera & Co., Havana, from New York.

Departures—Benjamin Rothschild, for Chicago, Ill.; J. Fernbach, for Chicago, Ill.; August Kuttnauer, for Cleveland, O.; Edgar Stachelburg, for Tampa; Max Stern, for New York; Abraham Siegel, for New York; Alfredo Ettlinger, for New York; Victor G. Ettlinger, for New York.

CIGAR MANUFACTURERS.

Business for the local manufacturers is improving, not rapidly enough to suit most of the manufacturers, but still showing an increase of orders from all parts of the globe, excepting Great Britain and the United States, which two countries are still backward, owing to temporary economic conditions. However, the next three months are usually the most active ones of the year, and there is no good reason why this year should be an exception to the rule. The independent factories, in their keen competition with the Trust, may not make much money, as the cost of the raw material is very high. In using only the finest vegas, in order to produce the choicest cigars, coupled with perfect workmanship, they have to spend very liberally and do a lot of thinking besides. That the victory will be theirs, and that they will enjoy the fruits of their present sowing hardly admits of any doubt. The Havana cigar made in the City of Havana is essentially a product of art, and the independent cigar manufacturers might be justly called artists in their line. All the following named independent cigar factories are doing well: H. Upmann & Co., Rabell, Costa, Vales & Co., Behrens & Co., Rodriguez, Bautista & Co., Rodriguez, Arguelles & Co., Enrique, Dorado & Co., Charles Blasco, Cuban-American Manufacturing Co.

IN THE LEAF MARKET.

H. Upmann & Co. purchased 1650

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL HABANA
FABRICA DE TABACOS AMAT VICTORIA CURAM LUIS MARX HABANA
SOL and LUIS MARX
Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.
MAKE
Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG,"
New York.

Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, **Havana, Cuba.**
P. O. Box 397. Cable: HIMML.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 **HABANA**

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

E. A. KRAUSSMAN
Importer of *HAVANA TOBACCO*
170 Water Street, NEW YORK

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. *NEW YORK*

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, **Habana.**
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." **Habana.**

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

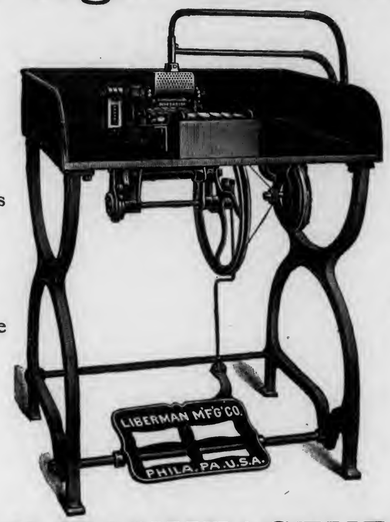
Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

READY FOR THE MARKET

Liberman's Cigar Branding Machine

All Defects of Others Avoided
Many New and Valuable Features
Capacity Practically Unlimited
Construction Simple and Durable
Work Uniform



Brand Neat and Distinct
No Annoyance from Lampblack
Complete Set of Type With Each Machine
Intensity of Heat Regulated by an Ingenious Blast Device, Securing Very Legible Lettering on the Cigar

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223--5--7 South Fifth Street, PHILADELPHIA, PA.

bales of Vuelta Abajo and Remedios for export to Europe and the United States, including 250 bales of tierra llana vegas for their factory. Their cigar exports ran up 800,000 during the past week.

Sobrinos de Antero Gonzales were the biggest sellers again, with 1200 of all kinds of leaf.

Rothschild & Bro. were hustlers in the market. It is said they secured nearly 2000 bales of the finest vegas.

Garcia & Co. refuse to give any information for publication, but it is known they did a big business.

Rothschild, Sons & Co., of Chicago, made purchases of 1200 bales of Vuelta Abajo and Remedios through Ben Rothschild.

Muniz, Hnos & Co. disposed of 900 bales of Remedios (old crop) and Vuelta Abajo (new crop) to two of their friends.

Walter Himml purchased 1200 bales of different kinds of leaf upon commission for his customers.

Aixala & Co. turned over 800 bales of Vuelta Abajo and Remedios held upon consignment.

Max Stern closed his purchasing expedition for Lewis Sylvester & Son by taking 800 bales additional of Vuelta Abajo and Remedios.

The Loeb, Nunez Havana Co. sold 800 bales of old Remedios to their Northern friends and, notwithstanding their large stock of this kind of goods, they are open to purchase more goods in the country, or right in the City of Havana.

Sol Hamburger's work for the past week consisted of laying in an additional quantity of 500 bales of Vuelta Abajo and Partido.

Sobrinos de Venancio Diaz had no trouble to sell 600 bales of new and old Remedios at their prices, as the goods were choice and price worthy.

Edgar Stechelberg bought very heavily of the finest vegas of Vuelta Abajo for his firm, Stachelburg & Co., and he left for Tampa to supervise the factory's making of "La Fama Universal" and "Rafael" brands.

G. Salomon y Hnos have a good call for their prime old Remedios, selling and shipping 500 bales.

Leslie Pantin was heard from again through purchases of 500 bales for his intimate friends.

Rabell, Costa & Co. continue to dispose of their fine Vuelta Abajo and Remedios holdings, amounting to 350 bales.

Behrens & Co. purchased 400 bales of the cream of the Vuelta Abajo, tierra llana, for their Sol factory.

Antonio Suarez turned over 300 bales of his choice Vuelta Abajo Escojidas to city and Northern buyers.

J. F. Brendes & Co. secured 600 bales for the Austrian Regie during the past week.

Bruno Diaz & Co. turn up as sellers every week. The past eight days the sales were 300 bales of Vuelta Abajo and Partido.

Leonard Friedman & Co. managed to pick up another 600 bales of the best (tierra llana) Vuelta Abajo escojidas, and they closed out 300 bales of old Remedios to help some of their manufacturing friends.

Abraham Siegel was fortunate in finding enough of stock at the right prices to

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars
Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 50,000 per Day. Prompt Shipments Guaranteed.

BON TON CIGAR CO.

Manufacturers of the
El Dorado de Habana CIGAR
Reading, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

KAUFFMAN BROS.
MANUFACTURERS OF
High-Grade Nickel Cigars
LANCASTER, PA
CROOKED TRAVELER---A Cigar of Special Value
PRINCE VICTOR---A Five-Cent Leader
Correspondence with the Wholesale and Jobbing Trade Invited.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W.

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of Finest Havana Cigars EXCLUSIVELY

Factory, Tampa, Fla.
Office, 222 Pearl St. NEW YORK.

DEUTSCH BROS.
Union Made CIGARS of Merit
1397-1399 AVE. A. NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.

READING, PA.

last his factory for the next ten to twelve months.

J. Bernheim & Sons, notwithstanding their large holdings of old Remedios and new Vuelta Abajo and Partido factory vegas, still continue to be in the market for old Remedios, as they are firm believers in the intrinsic value of this article.

Geronimo Perez, alias "El Jimagua," the trusted manager of Gonzales, Mora & Co. here, had a rather painful experience at the time of the burning up of the Trust cigarette factories, as he, in trying to help his friends, Jose Suarez & Co., slipped on a stairway and, falling, broke a leg and one rib. He attends to his business on crutches, nobody else being able to take his place.

Receipts of Tobacco from the Country.

	Week Ending Aug. 29. Bales	Since Jan. 1. Bales
Vuelta Abajo	6,742	131,334
Semi Vuelta	243	4,646
Partido	2,496	35,919
S. Clara & Remedios	3,648	49,619
Santiago de Cuba	203	2,734
Matanzas	—	127
Total	13,332	224,379

Lancaster Leaf Damaged.

Farmers Who Feared Early Frosts Escape Loss Through Hail.

Lancaster, Pa., September 9, 1903.

Last week was a busy one among the tobacco growers, and about half the crop of Lancaster county was cut before Saturday's storm. Taken as a whole this year's crop will be ranked as barely medium in quality. There is a great deal of poor tobacco among it, although much that is very good. The buyers, when they get to work, will have to exercise more than the usual care and judgment. Not a few growers have cut tobacco that would have been left standing awhile longer to mature, if they had not been afraid of frost. The warm weather of last week did as much good to the plants yet standing, but no amount of warm weather can now compensate for the long cold spell of the season.

Last week had a good record in sales, the best of the season in fact. The principal sales were of the 1902 crop. Some 1901 tobacco was also sold. The total sales in Lancaster were 1931 cases. It might be mentioned, relative to this year's tobacco, that some rust has been found among it, and some fields have developed foxiness. The plants, however, are remarkable free from insect pests, and in this respect have not been excelled in many years.

The receipts last month at the Lancaster office, headquarters of the Ninth Internal Revenue District, the banner cigar district of the United States, were $196,237.59, as against $204,194.76 for July. The receipts on cigars in August, 1902, were, however, only $187,922.49, which shows $8,315.10 to the good for last month.

W. Duttenhofer & Co., leaf dealers, of Philadelphia, have sued Baxter Brothers, cigar manufacturers, of Lancaster, to recover $172.67 for leaf tobacco sold.

Thieves last Monday night robbed A. M. Smith's cigar store, at Manheim, of a lot of cigars.

The latest aspirant for public favor is G. H. Brun, who has opened a cigar store on Grant street, back of the Court House. He is making a drive on several good grades of cigars for the patronage of the lawyers.

Among the visitors to Lancaster this week were: Emil Steffens, of Emil Steffens & Co., New York, lithographers; J. A. Bach, of Bach & Son, New York, leaf dealers; Charles E. Rockel, a well known St. Louis man, leaf man; F. W. Miller, Cincinnati, a leaf buyer.

Menno M. Fry, a prominent leaf dealer, is laid up at home, quite ill.

Great Damage by Hail.

Lancaster, Sept. 6.—A hail storm of unusual severity passed over Eastern Lancaster county on Saturday afternoon, continuing half an hour, the hailstones being as large as walnuts and hickory nuts. The hail was gathered up by shovelsful. In and about Intercourse, Kinzers, Leaman Place and Paradise enormous damage was done to the outstanding tobacco crop, a great acreage being so totally ruined that it will not be harvested. The possibility of other hail storms occurring has greatly alarmed the growers whose tobacco is yet uncut, and all are now anxious to get their crops under cover, without waiting for further maturing.

York Man Killed.

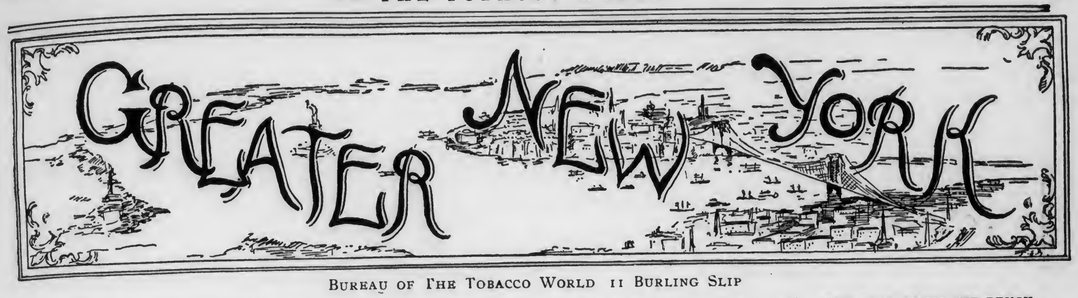
His Head Fatally Crushed While On Excursion Train.

York, Pa., September 7, 1903.

The let up in wet weather enables the manufacturers to handle their product with less trouble. Murky weather makes murky tobacco and has a similar disagreeable effect on those who make the cigars. Several small factories in the county which closed on account of wet weather have reopened.

Considerable interest was displayed by cigar manufacturers by their attendance at the trial of Harry Meads, of Red Lion, accused of complicity in the larceny of a bale of Sumatra from Geo. Kohler, located at Yoe, last January. According to the testimony Meads did the planning of the robbery, while Chas. Doll, a laborer and two assistants, did the actual work. Meads furnished the team from his stable in Red Lion whence it was driven to the Kohler factory by Doll. After the tobacco was secured the coverings were removed and burned and the tobacco was placed in an old case, from which it was afterwards sold to

(Continued on page 23)



BUREAU OF THE TOBACCO WORLD 11 BURLING SLIP

The fact that I. J. Schoener & Co., the well-known leaf house of this city, have very recently shipped to China a large consignment of Havana, Connecticut, and other cigar leaf tobaccos, which are destined to be made into cigars by a Chinese manufactory in Hong Kong, is of interest not only to the shippers and the consignee but also to the entire trade, because it makes plain that the Chinese who have learned the trade of cigar making in the factories in this city and elsewhere in the United States are themselves alive to the possibilities of cigar manufacture in their own country.

If China ever breaks away from opium and takes to cigars she will have made the first great step which will place her really and truly among the powers of the earth. Hong Kong is an English possession, but Englishmen know so little about cigar manufacturing that it occasions no surprise to learn that it is a Chinaman, and not an Englishman, who has undertaken the manufacture of cigars in Hong Kong in the approved American manner.

Cigars are manufactured in London and elsewhere in England, but English cigars have no repute in the markets of the world.

If England could have her way in Hong Kong, China would smoke pipes—a rather hard fate, considering that America stands ready to teach China to smoke cigars.

The name of I. J. Schoener & Co.'s Hong Kong customer is not known, even to I. J. Schoener & Co. The goods he bought were shipped simply to "T. C., Hong Kong," and were paid for before they left New York, but if "T. C.'s" venture proves to be a success American handlers of cigar leaf tobaccos will soon be driving a thriving trade in China.

***

A. Siegel, proprietor of the La Magnita clear Havana cigar factory, at 852 Third avenue, got back from a leaf-buying trip to Cuba on the Mexico, on September 1. When the ship reached New York Mr. Siegel was a very sick man. He is recovering rapidly, however, and will be at the helm again in a very short time.

***

Among the out-of-town visitors to New York last week were L. W. Davis, of the L. W. Davis Tobacco Co., Norfolk, Va., and Messrs. Smith and Brown, of Smith, Thorndike & Brown, Milwaukee, Wis.

***

I. J. Schoener & Co. have engaged W. H. Sayers to represent them in the Northwest. This energetic and ever enterprising firm now has five travelers on the road, and by Spring expects to have three more; but the best man of them all will have hard work to keep up with Mr. Bauml, who handles the firm's trade in Philadelphia and throughout Pennsylvania, as Bauml is "one bird" among leaf salesmen.

***

Harry S Josephs, of the Sieber Cigar Co., has gone to Havana for the purpose of laying in a stock of leaf for his factory.

***

The United Cigar Stores Company owes me an explanation. Last Monday I was drawn into its store in the Flatiron Building at 23d street and Broadway by an announcement in its show window that I could buy there for seven cents a Benefactor cigar, club house size, with the name of the brand "blown into the bottles," so that when I had smoked an inch or so of it the name of the brand would appear in the ash as legibly as was depicted in the drawing which was part of the announcement. I went into the store, bought a Benefactor, and then went and sat down in a quiet place and smoked it. I smoked it clean down to the end, and for a while visions of a lovely lawsuit between M. W. Mendel & Bro. and the Trust flitted before my reportorial mind.

M. W. Mendel & Bro., as all the world knows, are the owners of a patent chemical process for printing the word Chancellor upon every cigar of their manufacture bearing that famous brand. Of course, the Trust might have a process of its own for doing that very thing on its Benefactor brand which would not be an infringement of the Mendel patent. All the same, I saw visions of a lawsuit as I began smoking my seven-cent Benefactor. But as I smoked the vision faded, for nothing appeared in the ash, save and excepting only a smudge of red that resembled no letter of the Roman alphabet, and it is because the result did not justify the advertisement that I courteously ask an explanation of the United Cigar Stores Co. If your chemicals won't work, gentlemen, your advertisement is untruthful and should be withdrawn.

***

S. Dobriner, a long established and well-known cigar manufacturer of this city, who was seriously ill during the past Summer, has entirely recovered, and is once more attending to business.

***

J. M. Cohen, of the big B. C. A. cigar factory at Third avenue and 127th street, has returned from his summer vacation at Winthrop, Mass. He finds business in a most excellent condition.

***

Frank M. Arguimbau, of Schroeder & Arguimbau, has returned from a visit of inspection to his company's tobacco plantations in Gadsden county, Fla. The new crop is abundant and of uncommonly fine quality.

***

Ben Rothschild, of Chicago, as plump and jolly as ever, is in New York after a leaf buying expedition to Havana.

***

John S. Rosencrans, of the Continental Tobacco Company, took a four days' vacation beginning on September 4 and spent it at New Jersey seaside resorts.

***

Howard Kinney, of H. Duys & Co.'s traveling staff, is credited with selling annually a total of 1,100 bales of Sumatra for his house.

***

New York city was invaded last week by the "Eagles." They were a largely hilarious crowd; you may call them a hilariously large crowd, if you like. And oh, what a contrast to the sober Sons of Tobacco! Has it ever occurred to anyone, as forcibly as it has occurred to me of late, I wonder, that the people who devote their lives to the purchase and sale of tobacco, and products manufactured of tobacco, are the soberest people in all the world? They are not only the soberest of people, but they are in many other respects most admirable. The business is freer from fakery than any other. There are tricks in all trades, truly, save in that of the man who deals in tobacco. His is an absolutely clean trade, whether he packs or imports the raw leaf, or manufactures cigars or cigarettes, or smoking and chewing tobacco or snuff, and if this entirely self-respecting body of citizens were to turn out on parade in New York, or Philadelphia, or Chicago, or any other city, they would afford such a spectacle as would not only give the police no trouble but would be an inspiration to the rest of the town.

HOT TALK FROM THE BENCH.

Sensational Scene at Hearing on Tobacco Company Receivership

Vice-Chancellor Pitney, in Jersey City, on Tuesday heard further argument on the application of E. A. McAlpin and others as stockholders in the Universal Tobacco Co., for the appointment of a receiver for that corporation, and at the conclusion of the argument the court granted an adjournment until Sept. 28. In the meantime an order has been made and granted for the examination of the company's books. This order will be entered in a day or two. The court has appointed Frank P. McDermott Master in Chancery. An application for a stay of proceedings will be heard on Monday.

Attorney-General McCarter, for President Butler, opposed the motion, saying that such a request was against the rules of law. He added that he believed the petitioners were in alliance with the Tobacco Trust, and that they desired to see the books so they could obtain information that would be valuable to the trust.

Julien T. Davies, for the petitioners, said that the complainants had not been permitted to see the books of the company since the last hearing. He read a petition asking for an order for the admission to the protective committee of the company of Henry W. Wilson, Frank Tilford, George R. Sheldon and James L. Richards, who, the petition asked, be allowed to examine the books of the company.

Vice-Chancellor Pitney entertained the petition and ordered argument. He determined that under the law he had the right to lay his hands upon anything necessary for the relief of the court in determining the justice of any cause that might be on trial, and directed counsel for the defendant to proceed with their argument.

"Why shouldn't they?" shouted the Vice-Chancellor. "My goodness gracious! Hadn t they a right to? There is nothing in what you say or offer in proof to show that that action was not right and honorable. Mr. McCarter, this kind of argument hurts your case. I think that you must be hard pressed if you have to resort to such weapons as you are using. I really think so, and am going to say just what I mean right here."

Mr. McCarter explained that the insolvency of the company had never been brought into court and that the sole pretext for the petition was that the complainants might restore harmony in the governing board of the company. He cited also decisions of the higher court, holding that the Court of Chancery had not the right to order a company to bring its books into the State except as evidence in a case on trial. He said that if the Vice-Chancellor granted the petition it would be a scandal.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambresio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE.
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA

HAVANA TOBACCO COMPANY
111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Yncian	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguedad
La Flor de Naves	El Aguila de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murias
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estella	J. S. Murias y Ca.
	H. de Cabanas y Carbajal.	

LEOPOLD SCHMID FRANK LANGE
L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK
EDMUND H. SMITH
ENOS SMITH

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK

I. J. SCHOENER. CABLE ADDRESS "TACHUELA" I. M. JACOBY
I. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

PHILADELPHIA

STICKING TO OLD LABELS.

The Messrs. Vetterlein, of Vetterlein Brothers, are not very profitable patrons for the lithograph companies as far as keeping designers at work is concerned, but they nevertheless pay such companies a large amount every year for the printing of labels of old design. Their business is big and constantly growing and they use an immense number of labels every month, but they haven't introduced a new brand in years and don't expect to for many years to come, believing in sticking to their old and popular varieties of which the Saboroso is the chief in five-cent cigars and the La Cornelia in clear Havana goods.

RETAILERS' ASSOCIATION.

A meeting of the directors of the Philadelphia Retail Cigar and Tobacco Dealers' Association was held last Thursday evening and an adjournment was taken for a week, at the end of which time a committee will make a report which will determine whether a meeting of the association shall be held during the present month.

INTERNAL REVENUE RECEIPTS.

The receipts for stamps at the Philadelphia Internal Revenue office for the month of August were:

Cigars	at	$3 00	$144,216 06
"	"	54	5 40
Cigarettes	"	54	70 20
"	"	1 08	4,896 72
"	"	3 00	36 00
Snuff	"	06	21,112 20
Tobacco	"	06	6,955 26
Total			$177,291 84

FINED FOR SUNDAY SELLING.

T. H. Adams, 5th and Girard avenue
A. Bryen, 243 N. Second
Max Blumenthal, 533 Girard avenue
Wm. C. Becker, 925 Girard avenue
Wm. Bechtold, 803 Girard avenue
G. H. Cills, 210 Race street
James Cratin, 34 Girard avenue
A. Chester, 161 Girard avenue
A. Coon, 1002 Girard avenue
Charles Dreher, 812 Girard avenue
Wm. H. Ehret, 2627 Girard avenue
J. P. Farmakis, 701 Market street
J. P. Farmakis, 208 N. 8th street
J. D. Farmakis, 9 Market street
J. D. Farmakis, 1211 Market street
Benj. Fox, 158 Girard avenue
Gus. Fisher, 1121 Girard avenue
Robert Fogg, 2900 Girard avenue
B. Greenberg, 5th and Vine streets
J. Georgitas, 105 Market street
Harry Goldsmith, 1202 Girard avenue
A. A. Hadden, 5143 Lancaster avenue
W. J. Holfand, 3880 Lancaster avenue
E. Keaser, 1214 N. Fifth street
M. Kleinberg, 219 N. Second street
E. R. Jacoby, 601 Girard avenue
H. Levin, 700 Reed street
W. Lewy, 124 N. Second street
H. F. Lenkfeld, 4058 Lancaster avenue
B. Zubar, 19th street and Girard avenue
C. P. Mund, 1217 Market street
A. Madon, 207 Arch street
E. J. Pfeiffer, 512 Girard avenue
J. R. Riebel, 623 Girard avenue
F. Roth, 401 Girard avenue
Robert Reed, 244 Girard avenue
A. Schwartz, 246 Arch street
F. Sonatag, 158 N. Second street
J. Sombelson, 131 N. Fourth street
J. M. Stoever, Broad Street Station
Charles Seider, 3000 Girard avenue
Leon Speier, 1018 Girard avenue
D. A. Schaible, 411 Girard avenue
Joseph Way, 1105 Market street
H. Waber, 255 N. Second street
J. C. Wilson, 1131 Girard avenue
S. W. Master, 105 Girard avenue
F. Zeeh, Germantown and Girard aves.
John A. Goldman, 1450 S. Seventh street
C. Blefeld, 1200 Ellsworth street
Max Perskinde, 1500 S. Seventh street
H. Greitzer, 712 Dickerson street

BURGLARS STEAL CIGARS.

Three thousand cigars were stolen Friday night from a stable at 29th and Gordon streets, kept by Harry Quigley, who is engaged in the delivery of cigars for the wholesale dealers and manufacturers to the retail trade.

Friday night a number of boxes of cigars were left in wagons in the stable for distribution the next morning. Thieves, who had evidently followed the wagons, broke in and carried off thirty boxes. Joseph Hilton, alias "Polack Jo," and David McKay, both of 10th and Wood streets, have been arrested.

RUMOR FROM CUBA.

A paragraph which appears in the last issue of "El Tabaco de Cuba," published at Havana, is of interest in this city, but inquiry among leading local manufacturers and leaf dealers has failed to result in any further information. The paragraph reads as follows:

"The rumor has reached us that a tobacco company whose central offices are at Philadelphia has made offers to the proprietors of the brands Cuba Elegante and La Mia. It is said that this company purposes to buy some other cigarette and cigar factories, and is now dealing with them to that effect. We have tried to learn the truth about the matter, and in spite of Messrs. Suarez and Gonzalez's contradiction, we can assure that negotiations are on foot, although with great reserve."

GONE FOR MORE GOOD LEAF.

Adolph Loeb, of the popular Philadelphia leaf house of K. Straus & Co. sailed for Europe on the Lucania, on September 5, for the purpose of attending the Fall season of Sumatra inscriptions in Holland. Mr. Loeb returned from Europe on August 18, and the reason of his return trip is the very gratifying one that his purchases at the Spring and Summer sales were so satisfactory to his firm's trade that it is necessary to replenish stock.

BACK FROM EUROPE.

Nobody who sees Richard T. Gumpert, of Gumpert Bros., needs to ask whether his European trip did him good. He says he feels as well as he looks, and, that being the case, he has nothing to ask for in either bodily or mental health, strength and activity. Mrs. Gumpert, he says, was benefited by the trip even more than he was. At his desk, yesterday, just as he had completed an examination into accumulated business matters, he said of his managers: "I think they've done better than I would had I been here."

MOSTLY PERSONAL.

E. G. Dunlap is off on a Southern trip, his first stopping place being Memphis.

S. T. Banham, of S. T. Banham & Brother, of Manayunk, is in Europe. He arrived in London last Friday.

Phil Verplanck, traveler for Gonzalez & Mora, and A. Van Galen, traveler for John Merriam & Co., visited the Dalton and other large Philadelphia stores last week.

W. H. Banton, of 315 S. Fourth street, has recently been unable to attend to business on account of an illness of a nervous character, accompanied by insomnia.

Now that I. Liberman, of the Liberman Mfg. Co., has returned from his European trip, which, by the way, put him in fine condition physically, the superintendent of the factory, A. J. Bilhartz, Jr., is able to be away. Mr. Bilhartz is now enjoying a stay at Atlantic City.

Probably the smallest cigar store in the city is one on Cherry street, near Ninth. The entire contents consist of a chair, a packing box which serves as a counter and four partly filled boxes of cigars which stand on a shelf back of the packing box. Oh, yes! there is one thing more—a solitary box of matches.

Manager Haydes of the Juan F. Portuondo Co. has no occasion to have the pleasure of the vacation he is taking lessened by business worry. Everything in connection with the concern of which he has charge is in a highly prosperous and satisfactory condition. Mr. Haydes is down at Atlantic City.

S. L. JOHNS A BIG BUYER.

The principal feature in the cigar leaf circle in Wisconsin in the first week in September was the extensive purchase made by S. L. Johns, of Pennsylvania. The deal embraces 2,700 cases of leaf grown and packed in Crawford and Vernon counties, and 3,000 cases packed in Rock and Dane counties. Mr. Johns has faith in choice Wisconsin tobaccos, and is to be congratulated on the large amount of good Wisconsin leaf in his possession. His recent purchases, added to his regular packing carefully selected by his Wisconsin representatives, Fisher & Fisher, enable him to offer the trade a large block of the best wrappers and binders grown in the state.

WORLD'S FAIR EXHIBIT.

York, Pa., Sept. 8, 1903

J. Stanley Winget, who is pushing the proposed cigar manufacturers' exhibit of the 9th internal revenue district of Pennsylvania, at the St. Louis Exposition the coming year, is "up against it." It was proposed that one hundred of the leading manufacturers of this district enter this exhibit and several meetings had been held. So much encouragement was had that application for space was made by Mr. Winget, who is compelled to cut down the size of the exhibit if additional space is not allowed. No more meetings will be held until it is found out just what can be had at St. Louis in the way of space. Mr. Winget now has other influences at work to secure space that will enable the district to properly present its leading industry.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

WANTED.--We have a cigar manufacturer who wishes to make a contract with some reliable firm for ten or twenty thousand scrap cigars daily. For particulars, address WINGET MACHINE CO., York, Pa. 9-2-4t

AMERICAN EMPIRE

10 CENT

Jno. G. Shatz & Co.
MANUFACTURERS OF HAND MADE
Havana Cigars
FACTORY No 12
1ST DISTRICT, PA.
READING, PA.

EL VOLCANO

5 CENT

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending Sept. 5, 1903.

Havana—W. R. Grace & Co., 1 case cigarettes.

Laguayra—Durlach Brothers, 9 bales leaf tobacco, 4 do. scrap tobacco; L. Blumenstiel & Co. 142 bales leaf tobacco.

Rotterdam—Kauffman Bros. & Bondy, 2 cases smokers' articles.

Genoa.—Parodi, Ermineo & Co., 5 boxes cigar snuff.

Cienfuegos—J. Heffenburg & Sons, 12 bales tobacco; Gustav Salomon, 11 bales tobacco.

Liverpool—American Tobacco Co., 85 cases cigarette paper; Manhatten Briar Pipe Co., 3 cases smokers' articles.

Antwerp—Lowenberg & Co., 3 cases cigarette paper.

Havre—J. C. Drucklieb & Co., 4 cases cigarette paper.

Ponce—Mateo Rucabado, 10 bales leaf tobacco; F. Rucabado, 52 bales leaf tobacco; Victor Malga & Co., 23 bales scrap tobacco; New York & Porto Rico Steamship Co., 34 bales leaf tobacco; American Trading Co., 1 case tobacco; Order, 4 bales leaf tobacco.

SUMATRA TOBACCO.

Str. Potsdam, arrived Sept. 1:
(118 bales; 37 cases.)

Hinsdale Smith & Co.	42 bales
Order	26 "
L. Friedman & Co.	25 "
H. Duys & Co.	12 "
S. Rossin & Sons	8 "
Company's General Agent	5 "
Jos. Holzmann	37 cases

Str. Statendam, arrived Sept. 5:
(203 bales.)

Pretzfeld & Co.	95 bales
L. Loeb & Co.	36 "
E. Spingarn & Co.	23 "
T. E. Cranz	20 "
L. Friedman & Co.	17 "
A. Cohn & Co.	12 "

HAVANA TOBACCO.

Str. Mexico, arrived Sept. 1:
(3,061 bales, 328 cases, 27 bbls.)

James E. Ward & Co.	981 bales
Order	578 "
L. Sylvester & Son	212 "
Simon Batt & Co.	159 "
F. Miranda & Co.	158 "
Rothschild & Bros.	126 "
E. Rosenwald & Bro.	118 bales
Merchants' Dispatch Co.	75 "
Calixto Lopez & Co.	64 "
John G. Schlangs	55 "
Wm. Glaccum & Sons	52 "
Fred L. Grave	50 "
G. Bijur & Son	50 "
American Cigar Co.	49 "
J. Bernheim & Son	47 "
Hamburger Bros & Co.	46 "
E. Hoffman & Son	36 "
Sartorius & Co.	36 "
S. Auerbach & Co.	34 "
C. Voght s Sons	29 "
Weil & Co.	25 "
E. Regensburg & Sons	20 "
Brown Bros. & Co.	20 "
Otto Malchow & Co.	10 "
D. Hevia & Co.	10 "
Seiber Cigar Mfg. Co.	6 "
Herz Bros.	5 "
Hinsdale Smith & Co.	5 "
A. Blumlein & Co.	5 "
James E. Ward & Co.	328 bbls.
James E. Ward & Co.	27 cases

Str. Vigilancia, arrived Sept. 5:
(1,449 bales, 43 bbls., 3 cases.)

James E. Ward & Co.	547 bales
G. Salomon & Bro.	487 "
Manuel Alvarez	134 "
A. Moses, Sons & Co.	71 "
M. Atak & Co.	43 "
Rollin H. Mills	42 "
G. Sartorius & Co.	36 "
Leonard Friedman & Co.	25 "
Stephen G. Ruth	17 "
Herez Bros.	14 "
J. Bernheim & Sons	13 "
Manuel Crieg	10 "
Hamburger Bros.	10 "
Hamburger Bros.	37 bbls.
J. Bernheim & Sons	6 "
James E. Ward & Co.	3 cases

HAVANA CIGARS, Etc.

Str. Mexico, arrived Sept. 1:
(168 cases)

Havana Tobacco Co.	143 cases
G. S. Nicholas	13 "
W. R. Grace & Co.	8 "
Order	3 "
Charles H. Wyman & Co.	1 case

Str. Vigilancia, arrived Sept. 5:

James E. Ward & Co.	6 cases

PORTO RICAN CIGARS.

Str. Maracaibo, arrived Sept. 1:
(207 cases.)

American Tobacco Co.	87 cases
G. W. Sheldon & Co.	46 "
Durlach Bros.	13 "
M. Rucabado	12 cases
West Indies Cigar Co.	9 "
Comp. Indus. de P. R.	8 "
Victor Malga & Co.	7 "
American Express Co.	5 "
M. Sola & Sons	4 "
Webb & Meyer	4 "
Amer. West Indies Trading Co.	4 "
R. Aguaelles, Marique & Co.	3 "
F. Bonilla & Co.	2 "
G. W. Faber	2 "
Charles D. Stone & Co.	1 case

Str. Ponce, arrived Sept. 5:
(170 cases.)

American Tobacco Co.	80 cases
G. W. Sheldon & Co.	21 "
West Indies Cigar Co.	15 "
Durlach Bros.	12 "
Mateo Rucabado	7 "
F. Bonilla & Co.	6 "
Amer. West Indies Trading Co.	6 "
Victor Malga & Co.	5 "
Order	4 "
Whitford Bartlett & Co.	4 "
W. T. Dana	3 "
M. Sola & Sons	3 "
T. L. Palmiere	2 "
J. Menendez	1 case
Cuban & Pan Amer. Express Co.	1 "

HAIL IN CONNECTICUT.

At Thompsonville, Conn., Saturday, a hailstorm almost totally ruined the tobacco crop, one grower placing the loss at $100,000. According to reports covering a wide area of the Connecticut Valley, much of the tobacco will not be worth gathering.

Trade-Mark Register.

SU LU. 14,180
For stogies, chewing and smoking tobacco. Registered Sept. 2, 1903, at 9 a m, by J. Young, Philadelphia.

LAST BABY. 14,181
For cigars. Registered Sept. 4, 1903, at 9 a m, by James W. Klopp, Talmage, Pa.

KUB A. KRY. 14,182
For cigars. Registered Sept. 5, 1903, at 9 a m, by Lyman C. Powell, Cleveland, O.

ABHAN. 14,183
For chewing and smoking tobacco. Registered Sept. 5, 1903, at 9 a m, by J. Young, Philadelphia.

AMERICAN CUP. 14,184
For cigars, cigarettes and cheroots. Registered Sept. 5, 1903, at 3 p m, by Oscar Boehm, Philadelphia.

PHILADELPHIA LEAF MARKET

Conditions remain much as they have been for several weeks, except that there is a steadily increasing demand for Pennsylvania Broad Leaf B's of 1902.

HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon, Maker, Moundsville, W. Va.
Jobbers, Write for Samples.

GEO. W. WERT & CO.
MANUFACTURERS OF
High Grade Union-Made Cigars
No. 14 North George St. *York, Pa.*
UNION PLANTER 5-cent Cigar is Our Leader.

TEXAS TOBACCO TRACTS
Write for Full Information to....
"Millions for Farmers" So Says Secretary Wilson, U. S. Dep't of Agriculture
Exhaustive tests prove that the finest grade of... CUBAN LEAF Filler and Wrapper can be grown in the Texas on line of the
SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.
T. J. ANDERSON, General Passenger Agent, Houston, Tex.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in *LEAF TOBACCO*
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in **Leaf Tobacco**
Lancaster, Pa.

J. W. BRENNEMAN,
Packer of and Dealer in
Leaf Tobacco
MAIN OFFICE,
Millersville, Pa.

United 'Phones: { No 931 A, Millersville. No. 1803, Lancaster.
Lancaster Office, 110-112 W. WALNUT STREET

THOS. R. DECKER
YORK, PENNA.

MANUFACTURER OF
Sweet Damsel, D. & S.
High Grade Medium Priced
Cigars
For the Wholesale and Jobbing Trade.
Correspondence invited.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

IRREGULAR PAGINATION

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

ESTABLISHED 1866

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

10c.

A Perfect Cigar.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

5c.

A Delicious Smoke.

Strictly Hand-Made.

R. E. JACOBY

Wholesale Manufacturer of

High Grade Seed and Havana

Cigars

Rothsville, Pa.

They Are Deservedly Popular.

MANUFACTURED BY

CHARLES M. YETTER,

Reading, Pa.

We use the BLUE LABEL of the Cigarmakers' International Union of America.

WE SOLICIT YOUR CORRESPONDENCE.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.

HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,

East Petersburg, Pa.

We Employ No Salesmen

All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.

WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

IMPORTANT NOTICE

A recent threatening circular sent out to the cigarmakers of the country by the Miller, DuBrul & Peters Manufacturing Co. is a remarkable document.

A **Valid** patent secures an inventor a **Monopoly** for seventeen years. For that time a valid patent is better than a **Trust**, because it is lawful.

The gentlemen composing said company claim in their circular that, beginning 30 years ago, they have taken out 149 patents, but they don't state how many of the 149 are now alive. A patent issued 30 years ago has been dead for **15** years.

We made the same style of mold ten years ago that we are making to-day. Why do they resort to **Law Suits** at this late day? The answer is easy—Simply because their patents are no longer a protection! Congress gives an inventor **A Monopoly for Seventeen Years,** but only in return for his promise to let the public have free use of his invention at the end of that time. The Miller, DuBrul & Peters Manufacturing Co. has no live, valid patent to-day, and it does not want to keep its promises made to the people through Congress over 17 years ago. **It has no lawful Monopoly and so it is now hungry to be a Trust.**

After a "live and let live" career of thirty years, **it now proposes to kill off competition by using the courts as a club.** It wants to use **Injunctions** and in this way gain the power of a **Trust.** The cigarmakers know the class of people who **Resort to Injunctions.**

The Trust will push the price way up and force you to pay it. No injunctions will be issued against us. **We have made the Best Cigar Mold on the market for years, have infringed no patent, and won't be bluffed out of business. We are in business to stay and will fight any suit brought against us, and we will protect all users of our Molds.** We have employed the best legal talent to protect us and to save the public from the forming of this Trust, and we propose to see that Messrs. Miller, DuBrul & Peters keep the promises they made to the people at the time their patents were granted.

To our customers we say: Stand pat. Don't worry. Send all threatening notices you receive to us, and we will put them to good use.

The STERNBERG M'F'G CO., 1702-12 W. Locust St., Davenport, Ia., U. S. A.

YORK LETTER.

(Concluded from page 12.)

Geo. McGuigan for between half and two-thirds of its value. Owing to the fact that Kohler was unable to positively identify the tobacco as his own the judge acquitted the defendant and ended the trial.

The receipts of the York Revenue office for August were $106,000. Over half the amount received for cigars in the entire Ninth District.

A local contractor is erecting a brick cigar factory in the rear of 431 S. Duke street, recently purchased by W. F. Falkler. Mr. Falkler will remove from his present location on Prospect street.

Three well known cigar and tobacco men, David Wordmancee, manufacturer at Spring Grove; Daniel Eyster, of New Salem, and D. A. Shreiver, dealer in leaf tobacco at York, propose to see the elephant in New York, Coney Island and vicinity this week. It is to be hoped that their home friends will be treated with full descriptions and explanations instead of a "smile and a nudge" on their return.

J. C. Heckert, manufacturer at Dallastown, is recovering from a severe illness which confined him to his home.

Samuel Price, the manufacturer of "Hello, Hello," a local favorite, has returned from a business visit to New York city.

C. E. Leber, located at Debroy, proposes to remove to the factory of H. C. Liephart some time in October.

In order to close a deal in Wisconsin tobacco S. L. Johns has gone to Wisconsin to be absent from home several days.

Among occasional visitors to the trade here were Lou Kline, commision broker in cigars, of Altoona, Pa., and Chas. Rosentahl, of the National Leaf Tobacco Company, Pittsburg.

W. H. Floyd, who manufactured cigars in Windsorville, was instantly killed on an excursion train from Baltimore to York, on Saturday evening. Mr. Lloyd leaned out of an open window and was struck by coming in contact with the abutment of a bridge. The accident was witnessed by the entire family and the horrified passengers in the same coach.

Reading's Rush Continues.

Enlargement of Factory Quarters and Additional Hands Employed.

Reading, Pa., Sept. 7, 1903.

The Keystone Tobacco Company is the name of a new firm which has entered the business of manufacturing chewing and smoking tobaccos in the quarters formerly occupied by the Taylor Tobacco Company, at Carpenter and Cherry streets. The concern is composed of William H. Redcay, a well-known cigar manufacturer of this city, and Mrs. Henry Redcay.

J. C. Haring has opened a cigar factory at Lyons, this county, and filed a bond with Collector Cranston for $1000. He will start with but a small force of hands, which he intends to increase shortly. He will make a feature of fine hand-work cigars.

E. E. Kahler's cigar factory has resumed regular hours after an unusually busy season covering a period of ten months, during which time the plant was in operation both night and day. The firm enjoys a large trade for all of its leading brands.

S. S. Schweriner, proprietor of the Common Sense Shoe Store, here, has received from his brother-in-law, Joseph Edwards, of Goldsboro, N. C., a lot of fine North Carolina tobacco, which is on exhibition at the former's store. Mr. Edwards is the owner of a tobacco farm of over 100 acres, and also owns a cotton plantation of over 500 acres.

LeRoy Valentine, of the firm of A. S. Valentine & Son, cigar manufacturers in Womelsdorf, Berks County, has left on a four weeks' Western trip to extend as far as Salt Lake City. The firm is working overtime at the four factories, and is now arranging to open another factory within a short distance from Philadelphia. On one line of Spanish goods over 300 hands are employed.

The Enterprise Company, of Boyertown, this county, owners of the buildings occupied by Eisenlohr & Bros., cigar manufacturers, will add another story to the west wing of the building, so as to give the manufacturers more room to increase their working force. Work will be commenced at once. I. G. Landis has received the contract.

The cigar factory of J. W. Sheridan & Co., which was moved to this city from Chicago, has been very busy, and additional hands have been added to the working force. The firm sends a large block of its output through the West.

Yocum Brothers' cigar factory is one of the busiest. A number of new hands have been added. Last week the cigarmakers worked considerable overtime.

Sinking Springs, Berks County, has quite a few busy cigar industries. P. K. Steffe has the largest factory. He employs 30 hands. His leading brand is

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

A. KOHLER & CO.

Manufacturers of **Fine Cigars**

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of *Nashville, Pa.*

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

Is as fine as can be produced. Correspondence, with Wholesale and Jobbing Trade only, solicited.

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of **UNION-MADE CIGARS**

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. AKRON, PA.

A sure cure for Dry Cigars and Tobacco.

A cure for foul, slimy, Sponge, Cotton and Felt.

The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.

Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock. No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities. No. 3 for tobacco pails. No. 4, Pans 14x12x20 to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 14x17x17 for each wall case shelf; 14x18x40 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.

O. R. RICE & CO., 103 East 14th Street, NEW YORK.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue. E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON, Factory Representative for Penna. 1133 Ridge Avenue, Phila.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Mt. Carmel Cigar Manufact'g Co.
Manufacturers of Fine Havana and Domestic Cigars
Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUDDE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

Frisco Independents.

Preparing to Take Steps for Protection of Mutual Interests.

San Francisco, Sept. 1, 1903.

Retail cigar and tobacco dealers are enjoying an improved trade. Wholesalers do not show a very great business activity as yet, but trade is picking up with the leaf dealers. All the cigar makers are employed.

Last Friday evening the independent retailers met with the independent wholesalers, for the purpose of effecting an organization to consider what may be done to further the interests of the independent dealers on the Pacific Coast. Nothing definite was accomplished at the meeting in the way of measures to be taken.

William A. Waller, a cigar manufacturer of Colusa, Calif., has been a recent visitor in the city, and he says that the prospects in the interior are exceptionally bright this year, especially in his section.

Emil Judell, of H. L. Judell & Co., has returned from a short trip and is preparing to start out on his fall campaign.

George Weider, a cigar manufacturer of Woodland, was in San Francisco last week buying a supply of leaf tobacco.

Kohlberg & Co. received another car of Zimmer leaf last week, and are expecting a carload of Pennsylvania to arrive next week.

Tom Dillon, the hatter, who has lately rented a portion of the entrance space to the wholesale tobacco establishment of Willard Bros., on Market street, opposite the Palace Hotel, for a small hat store, has also become interested in a tobacco enterprise. He has formed a company for the preparation of a tobacco which will be called the "Golden Gate Mixture." He will have it on the market within a month or so.

There is a rumor that E. A. Kline, of E. A. Kline & Co., is in San Francisco for the purpose of incorporating the Foster business with that of Krech & Co., who sell the "Pathfinder" cigar.

The case of the Sanchez & Haya Company against H. Rinaldo for alleged breach of patent was argued in the United States Court and submitted to Judge Beatty for decision. The plaintiff in this suit declares that the defendant manufactures and puts on sale a cigar called the "Sanchez & Co." which is so nearly like the plaintiff's as to deceive the public and injure the plaintiff's business.

Samuel Willmott, who conducted a cigar stand at 219 Mason street, was stricken with apoplexy and died shortly after being removed to the Central Emergency Hospital. He was 40 years of age.

The cigar stand owned by W. H. Hicks, on Fifth street, Los Angeles, Cal., was broken into one morning last week by a thief who secured 150 cigars.

J. Spill, of Marysville, Cal., has fitted up a cigar factory on First street and is now employing four men to turn out a new cigar, called the "J. C. S."

Morris Hecht, formerly a cigar dealer in San Francisco, fatally shot himself in Sacramento several days ago. A pistol clenched in his left hand and a billet in the left side of his head told the story of the deed.

A cigar factory will be established in Grass Valley, Cal., in the Vincent Building by parties from San Francisco.

The cigar store of J. Gleichman, of Geyserville, Cal., was robbed one night last week of a large quantity of cigars and $23 from the till.

J. T. Kinslow has purchased the business at 209 West Fourth street, Santa Ana, Cal., and will continue it as a cigar store.

D. Wright, of Bay City, Mich., is planning to establish a large cigar store at Long Beach, Cal.

A new cigar store called the "Palace," belonging to the Klauber-Wangenheim Company, was opened last week, in San Diego, Cal. The cases and counters are of solid cherry and the furniture is of Flemish oak.

William Tellford and A. C. Van Dorten have purchased the Novelty Cigar Store, in Hanford, Cal.

Evan Lloyd has been in San Francisco making the necessary purchases to establish a cigar factory at Nevada City, Cal.

The tobacco growers in the vicinity of Cloverdale, Cal., are now cutting the first crop. The yield will be light this year, owing to unfavorable conditions in the weather.

H. Roth, formerly of Pasadena, has established a cigar factory at Bishop, Cal.

J. H. Lindstrom has opened a cigar store at Hammond, Ore.

W. E. Merritt, industrial commissioner for the Santa Fe Railroad, has made a special visit to Albuquerque to inspect the tobacco farm of the Rio Grande Tobacco Company. He believes that the output from the company's farm will amount to 60,000 pounds this year. The Santa Fe Railroad is making preparations to advertise New Mexico as a tobacco-producing section.

Buyers in Wisconsin.

Milwaukee Leaf Dealers Nearly Out of Stock, and Seeking New Supplies.

Milwaukee, Wis., Sept. 5, 1903.

There is an increasing demand for 10-cent cigars, and a falling off is reported by many dealers on popular grades of 5-cent cigars.

There is absolutely nothing doing in the wholesale leaf trade here. There is very little leaf in stock, and storerooms are being made ready for incoming shipments from Wisconsin and the East.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories: *YORK and YOE, PA.*
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

J. K. PFALTZGRAFF & CO.
Manufacturers of High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands: 'ENTUCKY CARDINAL," "1303," "CHIEF BARON," "EL PASO."

La Imperial Cigar Factory
J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—*The* Bear Brand—*The* Cub Brand—*The* Essie Brand.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

LA UNION CIGAR CO.

Hanover, Pa.
Manufacturers of
High Grade Union Made
Cigars
SPECIAL BRANDS:
ALEX WILSON—ten sizes;
MINERS' VICTORY, PRIMO,
LITTLE PEDRO, and
LA UNION CROOKS.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463. ESTABLISHED 1871.
CAPACITY 75,000 PER DAY
DALLASTOWN, PA.

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced Cigars
Red Lion, Pa.
Remember—the MELODIOSO is Our Leader.

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE
Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

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No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. ☞Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

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Manufacturer of

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For Wholesale and Jobbing Trade Only. Correspondence solicited. Akron, Pa.

E. B. STONER,

Packer of and Dealer in

PENNA. LEAF TOBACCO

Hellam, Pa.

Not a few of the Milwaukee leaf men are out in the tobacco district driving through the country.

Nearly every kind of stogy manufactured is displayed by the Fay Lewis Co. at the Pabst Building store.

The A. Spiegel Drug Co., as well as the Dadd Drug Co., have enlarged their cigar counters and are putting in new cases.

It is asserted that the tobacco growing centre of Wisconsin is steadily moving northward. Expert tobacco men say that the counties in Central Wisconsin are especially adapted to the culture of the leaf.

From Janesville comes the report that the demand for old goods is very quiet. Local dealers are drawing some samples which, as a general rule, show up well and satisfactory. Sampling will not become general for several weeks to come. Sanford Soverhill sampled 100 cases of 1902 this week with satisfactory results. J. L. & M. F. Greene shipped several cars of old tobacco on Wednesday.

The Fond du Lac Cigarmakers' Union is to make demands for an increase of $1 per thousand as soon as the International Union sanctions the demand.

The Business Men's Association of Taylor, Wis., wants firms to locate there and build warehouses for tobacco purposes. The acreage this year tributary to that village is more than 400. Correspondence is solicited by S. K. Bergseth, Secretary of the Association.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

The work of harvesting tobacco is the order of the day throughout the entire district. A portion of the tobacco is very good, but hardly any field but what shows some streaks of poor and yellow leaf, and some fields are nearly all yellow. This yellow leaf is attributed to various causes. Probably the cool wet weather is the prime cause. In one large field, after topping, the grower went through the field and cultivated between each row. It is now very yellow and must be a poor leaf. The cultivator must have cut off many roots.

Yet, on the whole, there has been a great improvement in the crop in consequence of the fine weather of the past two or three weeks. There are many fine crops now. The later crops are shoving ahead fast, and bid fair to be the best if good weather continues, as it shows a good dark green color, as far as I could see in my late visit to several tobacco growing towns.

Growers feel much encouraged from the recent sales in Connecticut of tobacco to be delivered in the bundle, at 25c unsorted, and fillers at 5c, and later at 25c through. The late crops need some days in September to mature. If frosts hold off well, the late crops will be the best. The writer's advice is not to be in a hurry about selling. The supply is not equal to the demand. The sales of the 1902 crop are large. Over 1,000 cases have been sold in Hatfield, and large lots in other towns, and at a handsome advance over the price they could have obtained last fall. The work of the growers in assorting and packing their tobacco pays so well that more and more will be induced to put up their own crops.

Our correspondents write:

Hadley: "The harvesting of tobacco in this vicinity is in full swing and is going on in fine shape with more than an average crop. The crop has improved very much the past few weeks. The late-set tobacco will obtain a fine growth and is of good quality. Worms or grasshoppers are not troublesome; now and then one is found on a plant."

North Hadley: Tobacco has improved a great deal within two weeks. Harvesting is being done as fast as the weather will permit. I differ with some of your reporters in regard to late-set tobacco. I think it will be the poorest as it has topped out too low, and my experience is that it will not cure as good color."

Whately: "There are many as fine crops of tobacco as one ever sees. The leaf is about as perfect as it is possible to grow it. Some crops show streaks of yellow and other bad points, but on the whole it will yield about eighty per cent. of a usual crop. The 1902 crop is selling readily. E. C. Warner sold sixty-one cases at 20c through. John W. Crofts sold about six tons at 14½c, and Thomas Fleming sold twelve acres at 18c. The late leaf is doing nicely and is of good color."

North Hatfield: "The crop is fairly good, but will not average above from seventy-five to eighty-five per cent. of an average crop, with many very fine ones and some very poor ones."

Wethersfield, Ct.: "Most of the tobacco will be cut by the last of the month. Our leaf is sound; no damage of any kind. It bids fair to be as good a crop as that of last year. Some think it better. Some of the growers were discouraged on account of the cool weather. No sales to report."

East Hartford. "Many buyers have been in town and they bought a great many crops, commencing at 25c and 5c, and then 25c and 30c through. The parties buying were Sutter Bros., H. G. Taylor, L. B. Hass, and several other prominent dealers."—American Cultivator

EDGERTON, WIS.

Interest in tobacco matters still centers in the Vernon county section where a score or more of buyers have been riding during the week and some contracts have been placed, though the movement has gained no great amount of force as yet. The buyers for the United Cigar Manufacturers are reported as securing the greatest number of contracts at prices ranging from 9 to 11 cents for bundle delivery, not to exceed 200 acres all told. None of the buyers of the American Cigar Co. and but few local firms have been attracted to the field and the impression prevails that aside from the selection of a few extra early and choice valley lots buying in the field will not be extensive. Certainly the crop in general will not move at the figures quoted and the foolish spectacle of buyers chasing one another over the growing sections only serves to frighten the farmers and cause prohibitory prices to be asked for their crops that will delay the movement later in the season. It is safe to say the first rush is over, for buyers are returning home and will remain away until the scare is over and growers more moderate in their demands.

With the return of clearing weather growers are bending every effort to make up for lost time in the harvest. Possibly by the close of the week half the crop will be secured. The later fields are coming forward nicely and under proper weather conditions promise to yield better tobacco. Cured samples from the early cut show a remarkably thin leaf and good colors.

Sampling of the '02 packings is going forward now quite generally and only a moderate percentage of damage is being found in the better grades.

The market for old leaf is rather quiet among local packers. The sale of a 3,000 case packing of '02 Wisconsin is reported from New York on packer's samples to a manufacturing concern.

Shipments, 500 cases.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in Aug. were	257	Hhds.
Sales " " "	811	"
Shipments in " "	2,628	"
Total stocks Sept. 1, "	6,662	"

Buyers' stocks, 827 hhds; Sellers' stocks 5,835 hhds.

Stocks were reduced during August 1,018 hhds.

Our receipts this week were 7 hhds.; Offerings on the breaks 93 hhds.; public and private sales 118 hhds.

The offerings show no improvement in quality, the higher grades in the stocks being largely represented by samples of same in the Bremen market.

The market this week was quiet and

Phones: { Keystone, 65-64A Main Bell, 62-39A

M. Kaufman & Co.

Manufacturers of Union Made

Turkish Cigarettes

504 S. Fifth St., Phila.

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5c CIGAR

WRITE

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476 North High Street,

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W. H. BARLOW, Proprietor, *Barnesville, Ohio,*

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited. Write for Samples.

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He gives the Blue Ribbon for the Best Smoke at the price to
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You want to know for your business' sake about this good seller and satisfaction giver, Mr. Jobber. Write to-day for terms and samples. Sold to Jobbers only.
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A Winning Proposition
That is what you will find in the
HES-RA
The Latest and Best
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on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.
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GOLD LEAF PRINTING a Specialty
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Bright Grades and Cigarette Wrappers a Specialty.
Samples forwarded on application.
Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

unchanged in prices. We have had a cool spell of weather but it is now hot again. The crop is ripening and the earlier plantings are being cut.

The crop has had to contend with but few worms, but recently they have been more numerous.

QUOTATIONS:

Low Lugs	$3.75 to	$4.25
Common Lugs	4.25 to	4.75
Medium Lugs	5.00 to	5.25
Good Lugs	—— to	——
Low Leaf	5.00 to	5.50
Common Leaf	5.75 to	6.50
Medium Leaf	6.75 to	7.75
Good Leaf	8.00 to	9.00

Business Changes, Fires, Etc.

California.

Riverside—Webster & Zimmerman, cigars, etc., succeeded by A. A. Webster.

Idaho.

Boise—Cohn & Samon, cigars, succeeded by Ed. Samon.

Illinois.

Chicago—Maurice Collatt, cigars, dead. Richard A. McConnell, cigars, petition in bankruptcy.

Iowa.

Davenport—Davenport Leaf Tobacco Co. (not inc.), changed name to Globe Cigar Co. (not inc.)

Kansas.

Kansas City—J. B. Swinney, cigars, sued, $575.

Maine.

Pittsfield—E. E. Monk, cigars, etc., succeeded by E. E. Stevens.

Maryland.

Baltimore—Benninghaus Tobacco Co., issued judgments and executions, $328.

——C. H. M. Hoover, cigars, tobacco, etc., dead.

Massachusetts.

Boston—Relda Cigar Co., manufacturers and dealers, incorporated with authorized stock $2,400.

Michigan.

Detroit—John M. Ford, cigars, etc. purchased chattel mortgage, $425.

Minnesota.

Cloquet—R. F. Cochrane, cigar manufacturer, deed, $600.

Nebraska.

Nebraska City—A. Hughey, cigars, succeeded by Palmer & Eyre.

New York.

Rochester—M. W. Burke, cigar manufacturer, bill of sale, consideration $1.

Ohio.

Dayton—E. C. Smith, cigars, closed on attachment.——Sunderland & Nixon, leaf tobacco, sued on note, $666.

Newark—Swisher Bros., J. F. Swisher, individually, cigar manufacturers, real estate mortgage, $1,500.

Pennsylvania.

Montgomery—W. H. Burns, cigars, succeeded by Hiram P. Selmser.

Utah.

Salt Lake City—Wallace & Co., cigars, chattel mortgage, $821.

Vermont.

Rutland—C. B. Costello, cigar manufacturer, chattel mortgage, $500.

Virginia.

Woodstock—Triplett & Irvin, wholesale tobacco, will remove to Edenburg.

Washington.

Seattle—C. C. Dexter, cigars, bill of sale, $875.

Wisconsin.

Two Rivers—Frank Krizek, cigar manufacturer, damaged by fire.

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KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
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PRIVATE DESIGNS a Specialty
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Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
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$142,500

Will be Made in December, 1903, Based on the Month of NOVEMBER, 1903, to Smokers of

"CREMO"	"FONTELLA"	"WEGO"	"SIONA"
"CUBANOLA"	"RENOWN"	"NERVE"	"SPANIOLA"
"GEO. W. CHILDS"	"SALVA FUMA"	"STAR"	"TWO ORPHANS" (2 for 5c)
"JACKSON SQUARE"	"SANTA BANA"	"LILLIAN RUSSELL"	"BENEFACTOR"
"PREMIOS"	"PEOLA"	"TURCO"	"FLORODORA" (3 for 10c)
"EXPORTS"	"SMOKETTES"	"VELVET"	"FLORODORA OPERAS" (5 for 10c)
"LA BELLE CREOLE" (10c)	"COLUMBIA" (10c)	"CONTINENTAL" (10)	"PIONEER"
	"DOWLEDO"	"DETROIT FREE PRESS"	

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?

(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3.00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000.00 in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000 00 "
To the	5 persons whose estimates are next closest	($1,000 00 each)	5,000 00 "
To the	10 persons whose estimates are next closest	($500 00 each)	5,000.00 "
To the	20 persons whose estimates are next closest	($250.00 each)	5,000 00 "
To the	25 persons whose estimates are next closest	($100.00 each)	2,500.00 "
To the	50 persons whose estimates are next closest	($50 00 each)	2,500 00 "
To the	100 persons whose estimates are next closest	($25.00 each)	2,500.00 "
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000 00 "
To the	3,000 persons whose estimates are next closest	($5 00 each)	15,000 00 "
To the	30,000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2.50 per box)		75,000.00
	35,213		
	35,213 persons		***$142,500.00***

Every 100 bands from above named cigars will entitle you to four estimates.

[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445, 95,483	August	483,551,833	485.441.753	565,974.550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800,523	575,804,470
April	427,952, 58	481,870,212	516,835,163	October	532.205,063	574.551,047	628.881,303
May	456,509.855	553.187,580	523,035,907	**NOV.**	**508,258,250**	**529,308,500**	**562,444,393**
June	473.591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.

Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after December 1st, 1903, as the figures are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands. Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue.

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Spanish Betuns,
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Cigar & Tobacco Flavors;
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Guaranteed to be the Strongest, Cheapest, and Best.

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Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
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Sole Owners and Manufacturers,
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A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

Pent's
TAHOMA
FIVE CENT
PENT BROTHERS, Manufacturers, PHILADELPHIA. CIGARS

Hannibal Hamlin
High Grade
Seed and Havana Cigar.
Celebrated Everywhere. None Better

Different from all. Have you noticed it?
Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.
La Buta Cigar Co.
Makers,
YORK, PENNA.

THE TOBACCO WORLD

ESTABLISHED IN 1881 Vol. XXIII., No. 37. PHILADELPHIA, SEPTEMBER 16, 1903. ONE DOLLAR PER ANNUM. Single Copies, Five Cents.

RECEIVED SEP 19 1903 U. S. Department of Agriculture.

We beg to call YOUR attention to Our Line of

SEED TOBACCOS

CONSISTING OF

1900 TABLED GEBHARTS
1901 Tabled Gebharts
1901 Tabled Zimmer Spanish
1901 Pennsylvania Broad Leaf
1901 Wisconsin Binders

THE BEST IN THE MARKET

A. COHN & CO.

142 Water Street, NEW YORK.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

E. Rosenwald & Bro.

Packers, Importers

and

Exporters

of

TOBACCOS

145

Water Street,

New York.

Established 1881 Incorporated 1902

THE TOBACCO WORLD

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GIVE THE BABY A NAME.

Register Your New Brands

WITH

The Tobacco World

Where they Will be Seen by the Entire Trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Don't Stake Your Life!

CAN ANY MAN safely stake his life on an assertion that he is smoking what is commonly known as an "Havana cigar," unless he saw the leaf harvested from Cuban soil, retained possession of the leaf until the time of manufacture, stood by and saw the cigar rolled, and kept the cigar in his actual personal possession until the time of such assertion?

The Tobacco World thinks he could not.

Prior to the Spanish-American war there would have been much less risk in such a wager; for then importation of tobacco into Cuba was prohibited, and there was no chance of a cigar made in Cuba being of other than native product—with the single exception that the tobacco might have been smuggled. Now, however, Porto Rican, Mexican, Connecticut, or Ohio, or even the most maligned Pennsylvania, may be openly taken to Havana, openly made into cigars and openly sent to Philadelphia or New York with every visual evidence, as far as the package is concerned, that the cigars are genuine Havanas.

A week or so ago, in The Tobacco World's Havana correspondence, appeared statistics showing that the exportation of cigars from Cuba had fallen off about fifty per cent. in a comparatively short time. Ask any of the retailers of high grade goods how their relative sales of "Key West" and Havana cigars compare with those of a few years ago, and the statistics above referred to are explained; for the "Key West" sales have greatly increased at the expense of the sales of Havanas.

The words "Key West" as used in the foregoing, appear with quotation marks, inasmuch as all or nearly all Florida-made cigars are known in the trade, and are, in common use among smokers, called "Key Wests." Although Tallahassee is 660 miles away in an air line "Key West" cigars are made there by hundreds of thousands if what is branded on the boxes is to be believed. If a "Key West" cigar can be made 660 miles from Key West, why cannot one be made 6,600 miles away from the celebrated little isle. There is no actual reason, but it would be useless to try to hoodwink the public by stamping as "Key West" any cigar box on which did not appear the label of a Florida factory and the factory number. Makers of the poorest cigars on the market have "Habana" stamped on their boxes, but as this is practically universal nobody is fooled by it; but few, if any, such liberties are taken with the name "Key West," for the reason that a glance at the bottom of the box settles all doubt concerning whether the cigars came from below Georgia's south boundary line.

If there cannot be certainty that a cigar made in Havana is made of Havana tobacco, there must be even more doubt whether a cigar made in Florida is made of Havana tobacco. A smoker's safest protection—if he cannot be satisfied with a cigar which best suits his taste at a price he is willing to pay—is to buy only the products of manufacturers whom he believes to be perfectly honorable. A cigar rolled in any part of the United States, or anywhere else in the world for that matter, may be wholly of genuine Havana, whereas a cigar which has, without the least doubt, been brought from Havana may be of any leaf the maker may have seen fit to put into it.

If all-Havana cigars made in this country do not cost the manufacturers over $60 a thousand and can be sold to retailers at $78, which is the price of one of the most popular Philadelphia brands, is it any wonder that Havana's cigar exports have fallen off? A certain imported brand which many dealers and smokers consider no better than the Philadelphian above referred to, costs the retailer $130, as follows:

Price in Cuba	$52 00
Duty by weight, 14 lbs. @ $4.50	63 00
Ad valorem duty	13 00
Revenue stamps	3 00
Insurance, freight & brokerage ($1 each)	3 00
	$134 00
Rebates	4 00
	$130 00

In smoking all-Havana domestic-made cigars as a substitute for imported there is a saving of over one-half. Whether there is any difference in actual quality is a question for each smoker to decide for himself.

Under the heading "Mexican Tobacco for Cuba," El Tabaco (Havana) quotes a communication from Senor Escobar, who is in Washington, in which it is stated that, according to an official American report upon Mexican trade, tobacco leaf is exported from Mexico to Cuba. The particulars for 1902 are not given, but in 1901 the amount exported to Cuba was 37,107 pounds, valued at $9,501. Senor Escobar says that the U. S. officials cannot explain the matter. They do not see the use of importing leaf which would have to pay a duty of $5 per pound at Cuba, but he thinks there is a possibility that the duty may have been avoided, and that the leaf may have been intended as a substitute for that of Vuelta Abajo. El Tabaco doubts the alleged fact: first, because the price of Mexican leaf which could be mixed with Cuban is high, and, added to the almost prohibitory duty on discharging at Cuba, would be dearer than the best wrapper grown at Vuelta Abajo; secondly, because no Cuban factory would dare to attempt such an imposition with the certainty of ruin should discovery follow; and thirdly it is not likely that several hundred bales of tobacco could have been smuggled and carried across without being detected even if Customs officers aided in the operation. The Diario de la Marina points out that the information is from an official source and says that, consequently, it must be true.

—o—

Drawing the Color Line.

Isn't a white man as good as a negro? Apparently not in Louisville, judging from the following in the Commercial of that city:

"The Tobacco Workers' Union, at its regular meeting last night brought up a grievance against H. N. Martin & Co., who conduct a tobacco factory at Preston and College streets. It was claimed that the company discriminates against white men in favor of negroes."

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
D&T
107 Arch St. PHILADA.

Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
IMPORTERS AND PACKERS OF
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

THE EMPIRE LEAF TOBACCO COMPANY
Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra TOBACCO
S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS A. LOEB
K. STRAUS & CO.
IMPORTERS OF
DEALERS IN HAVANA LEAF TOBACCO
301 & 303 NORTH 3rd ST.
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTED HABANA AND SUMATRA
DEALER IN LEAF TOBACCO
1142-44 N. ELEVENTH ST. PHILADELPHIA.
REGISTERED.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

THE REALM OF THE RETAILERS

Never Mind 'Em.

IF a competitor slaps you in his advertisement, uses sarcasm and raillery and ridicule concerning your store, do not hit back. Just turn the other cheek.

Everything that is said about you by your competitor is taken by the people with a grain of salt, as it were. You can hear them say, "There is Jones fighting Smith again," and they pass it over with a laugh. If such a course on Jones' part causes comment at all, it is merely amusement, and a sort of contempt. If you reply to such attacks, you meet with the same sneer.

Whereas, if you maintain a dignified silence, not noticing the littleness and the meanness of your competitor, you gain a reputation for being above fly-bites like this, and you gain in the opinions of the right sort of people.

It may hurt your vanity and self-esteem to let imputations on your business go unnoticed, but it will disturb your fighting competitor more to let it appear to him that you are above his mis-statements. And the more he talks about the matter the more it advertises you and hurts him, so you can afford to sacrifice your feelings in the matter.

* * *

Rent-Paying Machines.

"Penny-wise and pound-foolish" is the old adage. And it's good advice to watch the small expenditures. However, very few people lose much sleep over the manner in which they expend their pennies. Most of us, in fact, don't like to carry pennies and are glad of an opportunity to get rid of them.

This sounds the key-note to the success of the manufacturers of the penny-in-the-slot vending machines. These devices act as a dumping ground and as a salve to the conscience of the people who, while unwilling to commit the crime of throwing their pennies into the river, are glad to drop them into a machine and get in exchange for their coins a handful of salted peanuts.

Did you ever see one of these machines opened when the money is taken out? If not, it may be surprising to know that from three to four dollars a day is by no means a high average of receipts. And when the fact is taken into consideration that at least 100 per cent profit is realized upon the goods sold, it is easy to see why people buy these machines.

Without any desire to "boost" any particular outfit of this kind, it certainly seems a good time to suggest that merchants should not hesitate to look into the merits of the penny-in-the-slot proposition. Some merchants of our acquaintance count upon the profits of these silent salesmen to such an extent that the machines pay their rent each month —Trade.

* * *

Selling Goods

A great many advertisers lose all sight of the "fitness of things" and the fact that readers have brains and are in the habit of thinking occasionally. An unrestrained wild statement weakens an advertiser's whole argument. It impeaches him at once. What's the sense of being careless of the claims one makes on paper, anyway? Loud, blatant yells don't appeal to folks any more than the over-enthusiastic declarations of a cocksure youth whose mouth runs away with his brains.

People like to read sober ads—they are so new and different and seemingly sincere. They do not appear like a strained effort by the advertiser to sell goods in spite of the deuce.

Every capable store salesman knows that there is such a thing as over-persuasion. He realizes that he must not be too emphatic. He has learned that the customer must have a chance to do a little thinking himself. If a salesman allows himself to boil over, his listener discounts him a whole lot. But if a salesman tells a plain, calm story his customer falls right in to the occasion and thinks to himself "Why, this man doesn't seem over-anxious whether I buy or not, so I guess he's got a pretty good thing to offer."

A small boy wants to go in swimming a whole lot more if he knows his mother doesn't want him to. That's human nature, and it is never out-grown quite. The same feeling is one of the characteristics of grown-ups. Let them get the idea that you aren't very anxious to sell them an article and they immediately want that article. Try to force it on them and they become suspicious. That applies to store practice.

* * *

Keep Abreast of the Times.

In a small New York town there is a merchant who has been in business for more than forty years and has never ridden in a railroad car or talked over a telephone. A railroad runs through his town but he refuses to use it. Neither will he allow his goods to be shipped over it; instead he drives to a city some forty miles distant where he buys his stock and hauls it to his store by wagon. "I was here before the railroad," he says, "I got along without it before it came and I can get along without it now." He takes the same stand on all other modern improvements but in other ways he is shrewd and capable. The remarkable point is that he has made money.

Aside from the fact that this merchant has made money, he is an exaggerated instance of a type that is not uncommon. It is the type of the merchant who stubbornly rejects all modern improvements because they were not in use when he was a boy and learned his business. He is the man who says: "My father and my grandfather ran their business this way and their way is good enough for me."

The merchant who refuses to use modern fixtures and store appliances or to advertise because his father did not do it is not so rare—we have all met him at some time or other. Occasionally we find a merchant who sets at defiance every rule that is supposed to govern merchandising and yet for some unaccountable reason, he prospers in a way. He succeeds, not on account of his methods but in spite of them—he is the exception that proves the rule.

The fact that he has made money does not mean that he has truly succeeded. Success means the realization of the utmost possibilities that lie within us, and the back number merchant fails to consider what he might have accomplished had he progressed with his age. He has been struggling along unhelped when he might have called to his aid the mighty forces of modern methods and modern appliances.

* * *

Frankness in Business.

The confidence of one's customers is the most valuable asset a business man can possess. Having deservedly won that confidence, a merchant can smile at unfair competition and fake schemes for seducing his trade into alien channels.

The assurance that reliable goods may always be had for a fair price is what the best people in any community want. These are the people whose custom is most desirable, who give a firm a standing, who make business a pleasure.

The basis of this confidence is perfect frankness upon the part of the seller. It is poor policy to please a customer for the moment with the price when he is certain shortly to be dissatisfied with the quality. A few frank words of explanation would point out the advantage of taking a better quality at, in the long run, a more favorable price, and a friend would be made.

* * *

Reaching Out.

Isn't there some way to make the store more prosperous? If the stock is what it should be and the selling force as near right as it ought to be, and if the merchant is careful to have people understand what he has to sell and how much he wants to sell it, isn't it fair to think that it is not his fault if business fails to come? But it must be remembered that by making a little harder effort there will be a possibility of getting the message before a certain field in order to get all there is coming from it. If the field is well covered there will be a given response to the work of the merchant. After covering thoroughly a given field it is wise to broaden the field and to plan for taking in more territory. Every merchant should talk to as great a clientage as possible. Every stock must be made to appeal to the largest circle that can possibly be covered. If the stock is being pushed to the limit and the goods are what the merchant says they are, plenty of people will believe what is told about the stock and there will be those who will tell their neighbors what has been prepared for them. This neighbor-to-neighbor advertising is alone worth cultivating, but it requires something to make neighbors talk to friends. The people telling of the values will help to make the merchant reach out daily for better business conditions. The telling of things by a satisfied customer will help the merchant to get the best he could have as a result of his effort. If the only medium used were satisfied customers there would be an ever-widening field, for people would tell the neighbors beyond them and get them to thinking about the store where satisfaction was a feature. Push out, and cover every foot of advance with satisfied customers.

* * *

Would Take It.

"Smoking on the car!" exclaimed the disgusted woman, as Dennis Flaherty, with his short-stemmed pipe, took the seat beside her.

"Oi am!" rejoined Dennis, between long and determined puffs, "an av ye don't loike ut, go wan up froont; these saits is resairved for smokers."

"If you were my husband, I'd give you poison!"

"Wud ye, now?"—puff, puff. "Oi think, av ye wor me woife"—puff, puff, —"Oi'd take ut."

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1884.

Rabell, Costa, Vales & Company

Finest Havana

Sole Purveyors, by Request, to the Royal House of Spain.

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

CIGARS

Factory, Galiano 98,
Havana, Cuba.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

Visits Among Manufacturers.

By J. S. Huber.

There is no more important stogy manufactory in Pennsylvania than that of John Slater & Co., at Lancaster, and no factory is managed more successfully than the above, owing to the thorough personal supervision given to it by Mr. John F. Hare. It is a pleasure to the writer to mention this fact. In business matters he is conservative and trustthy, and honored with the confidence of his friends and the patrons of the house, and his geniality and courtesy also make him a favorite in society.

The factory of John Slater & Co. is of large dimensions, 30 x 100 feet, four stories high, gives employment to 140 people at present, and has an annual output of 15,000,000 of their popular stogies. They have now enough orders ahead to keep their full force steadily employed for some time to come.

The business was established in 1866 by Theodore Slater, father of the present senior member of the firm, John Slater, who became sole owner in 1879. In 1896 John F. Hare was given an interest in the business, and has since then aided materially in bringing it into its present prominence, with an established trade throughout the United States. The writer was informed that sixteen brands have been successfully placed upon the market, and that none is more popular than their Jersey Charter stogies.

***

The writer had a very pleasant talk with Phares W. Fry, also of Lancaster, whom he found to be a gentleman endowed with far-seeing business views and opinions. He is also recognized as a gentleman whose foresight is backed by good judgment, while his pleasant personality and genial manner make him a favorite in the community. Mr. Fry informs me that they have orders far ahead of their production, and, owing to the damp and rainy weather, have been unable to get the goods manufactured as fast as could be desired. Their 3—I—C 3 for 5 Special is certainly meeting with great favor.

The substantial success achieved by Mr. Fry indicates not only the superiority of his goods, but also the excellent business methods employed in all his transactions. He is a gentleman of high integrity, and richly deserves the success he has attained.

—Henry Meyer & Co., leaf dealers, have moved their main office from Cincinnati to their packing house at West Alexandria, O., to save time in shipping goods, and for the more convenient and agreeable transaction of business.

Trade-Mark Register.

LA EXTREMO. 14,185
For cigars. Registered September 9, 1903, at 10 a m, by R. F. Sherman & Co., Buffalo, N. Y.

JOEL PARKER. 14,186
For cigars and cigarettes. Registered September 11, 1903, at 3 p m, by the Enterprise Cigar Co., Trenton, N. J.

PEACE PROJECTILES. 14,187
For cigars and cigarettes. Registered September 12, 1903, at 9 a m, by S. S. Watts, Terre Hill, Pa.

A PAIR OF KNOCKERS. 14,188
For cigars and cigarettes. Registered September 12, 1903, at 9 a m, by S. H. Durstein, Wilmington Del.

SAM BERT. 14,190
For cigars and cigarettes. Registered September 14, 1903, at 9 a m, by S. H. Durstein, Wilmington, Del. (Used since 1899)

44 JUNIORS. 14,191
For cigars. Registered September 14, 1903, at 9 a m, by B. Lipschutz, Philadelphia, Pa.

44 HAVANA SHORTS. 14,192
For cigars. Registered September 14, 1903, at 9 a m, by B. Lipschutz, Philadelphia, Pa.

REJECTIONS.

Two Knockers, Black Diamond Cigar.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Ballardvale, First Cabinet, La Materna de Las Antillas, Mrs. Wiggins, Lover, Hazy, Mr. Pipp, La Dalacia, Saboretto, Wilco, Lion-eat-a, Irish King, Oradios, Parear, Moqueta, Nestorians, Mormon Elders, Nobless, Smudge, 1872, Head of the Corner, Das 1st Alles, Salvadores, Libertate, Happy Henry, Polly Pry, H. A. S., Pflaume, John A. Rawlins, Blue Buckle, Wigwam of the Iroquois, Castle Terrace, Red Parrot, Flor Del Agua, Cremo (for cigarettes), The Richest Turkish Tobacco, Uganda, Nica-Pana, Matinee Twins, Montezuma Hay Maker, Sam Ferris, Billy Prunes, Manhatma, Hinky Dee, Stratford, Star Blend, Mayor David Olmsted, Star Success, Trespasser, Unbeatable, The Fittest, Crozier's 3-4-5, Union Pacific, Touraine, Planta Corboba, Antonio Diaz, Glenwood Trout, Chant, Celebrated Moss, Rough Rider Bowling Club, Hurry Back Club, Vixta Santa Clara, Who-o You, Queen of Diamonds, Colonial Orator, Indiana Union Traction Band Special, Pestalozzi, Union Circle, Union Shape, Union Benefit, Junio, Cafe Smyrna, Gen. John C. Black, Buonofacto Arab, Chief of Staff, Karo, Little Jud, Old Jud, Master Boy, Miss Girl, Congress in Bazel.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

Sutter Bros.
INCORPORATED
NEW YORK CHICAGO ST. LOUIS HAVANA

2381 Cases
1902 Crop
Connecticut
Broad Leaf
South Windsor
Tobacco
Only.

3896 Cases
Connecticut
Havana Seed
Crop ... 1902
Samples ready for Inspection.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM, IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO
No. 119 North Third Street, PHILADELPHIA.

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Retail Department is strictly up to date.

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

J. L. & M. F. GREENE, PACKERS OF LEAF TOBACCO
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
TELEPHONE WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Importers of Sumatra Tobacco
Cable Address: "HERE."
Joseph Hirsch & Son
4. Z. VOORBURGWAL 227 Amsterdam. Holland.
Office, 183 Water St. NEW YORK

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

LA FISSEL CIGAR CO.
MANUFACTURERS OF
Fine Union-made Cigars
EAST BERLIN, PA.
Correspondence with Wholesale and Jobbing Trade solicited.

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF
L. P. Kimmig & Co. Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

CUBAN INDEPENDENTS GAIN IN STRENGTH.

Only Three of Thirty-nine Factories of Importance Now Outside the Fold—Conditions in the Leaf Market.

HAVANA, Sept. 7, 1903.

Looking at the number of bales traded in the past week, and comparing same with the number of the previous one, it appears as if the market had had a setback. Closer investigation, however, does not bare the same result, as it is manifest that there are still enough buyers in town to make things lively. They, undoubtedly, are taking time to make their selections, and when this has been done the transactions are bound to be numerous again. Besides, from now on, with the fall trade in the United States in full swing, manufacturers will be sure to need more goods, which will stimulate the jobbers to prepare for the replenishing of their stocks.

The receipts of tobacco from the country show a remarkable falling off, which, in view of the good prices ruling here, is an undoubtable proof of the crop being short. While the total receipts up to date are about 3000 bales in excess of those of 1902, the arrivals of goods show a falling off of over 6600 bales in the past eight days as compared with the previous year. Leaving the Colas aside, also the major portion of the new Remedios fillers which do not move, it is demonstrated very clearly that the stocks of factory vegas of Vuelta Abajo and Partidos are decreasing: this will surely be more apparent from week to week. Prices rule very firm with a further tendency for all desirable vegas of Vuelta Abajo, Partidos and old Remedios. The stocks of the last named are, however, so reduced in first hands that a big buyer could now clear the market at one sweep, provided he would be willing to accede to the pretentions of the few isolated holders.

Prices for new Remedios in the country have advanced, and all sound parcels are taken by the different packers, as the opinion prevails that notwithstanding the light nature of this growth it will be wanted soon or later on.

Sales foot up 6300 bales in all—4000 of Vuelta Abajo, 1000 Partido and 1300 bales of Remedios. The United States buyers secured 4300, Europe 800, and local manufacturers 1200 bales.

1904 CROP.

The seed is sprouting finely, and atmospheric conditions will decide the fate during the next two months, as September and October are very critical periods.

BUYERS COME AND GO.

Arrivals: Max Schwartz, of M. Schwartz, New York; M. Cane, of Cane Bros., New York; Henry C. Friedman, A. W. Waldman, of J. Friedman & Co., Chicago; G. W. Nichols, of G. W. Nichols & Co., New York and Key West; H. Anton Bock, of H. Anton Bock & Co., New York; F. L. Young, of Young & Co., Chicago; Rafael Alvarez, representative of the Viuda de Jose Gener Factory in New York.

Departures, and booked to sail: Sol. Hamburger for New York; John Fielding for New York; Walter C. Sutter for Chicago; M. Rodriguez for New York; H. Anton Bock for New York; Panteleon F. Carcaba for New York.

HAVANA CIGAR MANUFACTURERS.

Business is improving, particularly with the independent manufacturers, who are increasing the number of their cigarmakers. Exports per steamship Havana were a trifle over 4,000,000 cigars. The published statement of Calixto Lopez & Co. has caused a bad impression amongst the independent manufacturers, as the league was formed to make a solid front against the Trust's idea of having a monopoly here of the whole cigar industry, and the agreement signed by thirty-six independent factories not to sell or rent their factories for the next five years to come has proved the wisdom of this step. Each individual factory is perfectly independent as how to manage its own affairs, and the league does not interfere one bit—in fact, a healthy competition is kept up amongst the members to do the largest business, and they thus make war upon each other in a fair and open manner. The only independent factories of importance still outside of the fold are the Viuda de Jose Gener, Calixto Lopez & Co. and the Cuban American Manufacturing Company. The first named, owing to the testament of the late Jose Gener, cannot sell during the lifetime of the widow. The reason of the Cuban-American Manufacturing Company not joining the league is not known, while the statement of Calixto Lopez & Co. cannot be interpreted in any way, except that they will not bind themselves to sell their business at any price that might suit them to the first bidder that comes along. Nobody disputes their right to elect this course, although it is considered as a short-sighted policy if they intend to keep up their "Eden" factory. If all of the independent factories had taken this course the Trust would have been the master of the situation, perhaps, by

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL HABANA
FABRICA DE TABACOS AMAT VICTORIA CURAM LUIS MARX HABANA
SOL and LUIS MARX
Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.
MAKE
Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG,"
New York.
Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: Himml.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, Habana.
(P. O. Box) Apartado 270.
Cable: Zalezgon.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

SANCHEZ Y CUETO S. en C.
Sucesores de Carriles y Sanchez,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

E. A. KRAUSSMAN
Importer of HAVANA TOBACCO
170 Water Street, NEW YORK

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

Narciso Gonzalez. Venancio Diaz, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, CUBA. P. O. Box 856.

F. Neumann. G. W. Michaelsen H. Prasse.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "Antero." Habana.

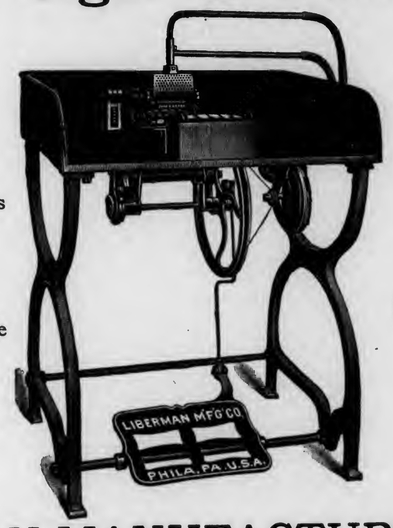
AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
☞SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.☜
P. O. Box 298. Cable Address, "Aixalaco."

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

J. Lichtenstein & Co.
131 Water St. *Leaf Tobacco* *NEW YORK*

READY FOR THE MARKET

Liberman's Cigar Branding Machine



All Defects of Others Avoided
Many New and Valuable Features
Capacity Practically Unlimited
Construction Simple and Durable
Work Uniform

Brand Neat and Distinct
No Annoyance from Lampblack
Complete Set of Type With Each Machine
Intensity of Heat Regulated by an Ingenious Blast Device, Securing Very Legible Lettering on the Cigar

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223--5--7 South Fifth Street, PHILADELPHIA, PA.

having purchased a few of the best factories and killing the rest by competition. Thanks to the formation of the league, the independent factories have not alone saved their existence, but they are now so strong that they do not fear the Trust any longer. The attack of Calaxto Lopez & Co. upon the independants is therefore a sign of poor judgment of the conditions previously and now existing.

H. Upmann & Co. are now turning out 45,000 cigars per day. Behrens & Co. are satisfied with the amount of orders coming in. Rabell Costa Vales & Co. are forging ahead. Enrique Dorado & Co. have increased calls for their product. Romeo y Julieta and Carlos Blasco do not complain on account of any lack of orders, and the other independent factories are all more or less busy and contented.

Sales of importance were: Sobrinos

SALES OF IMPORTANCE.

de Antero Gonzalez, 1000 bales; Garcia & Co., 700 bales; Manuel Garcia Pulido, 500 bales; Jose Menendez, 300 bales; Bruno Diaz & Co., 150 bales; Sobrinos deV. Diaz, 700 bales; Rabell Costa & Co., 300 bales; Antonio Suarez, 300 bales; Suarez Hnos, 400 bales; Aixala & Co., 650 bales; Jorge y P. Castaneda, 250 bales; Jose F. Rocha, 250 bales; Walter Himml, 100 bales.

BUYING AND OTHER NOTES.

Sol. Hamburger purchased 300 bales additionally for his firm of Hamburger Bros. & Co., not counting the bales received from his Tumbadero escojida.

Loeb-Nunez Havana Company were very busy buying and selling in large and small quantities.

Muniz Herms & Co. have several trades in view pending receipts from their various escojidas.

Antonio Suarez is in the country hurrying up his escojidas, as his brother, Don Angel, is selling the goods as fast as they arrive from the Vuelta Abajo.

A. Moeller bought and shipped 700 bales of various kinds of leaf this week.

Sam J. Davis must have purchased extensively, as he is seen registering tobacco daily in different warehouses. However, he is careful to picking out only the best of this year's crop.

H. Anton Bock has secured 600 bales of the cream of Vuelta Abajo—he follows the famous saying "veni, vidi, vici.

H. Upmann & Co. shipped 800,000 cigars this week.

Walter Himml bought 250 bales of the finest Vuelta Abajo factory vegas in the country.

Sutter Bros., Jos. Mendelsohn and Marco Pollack, are among the hardest worked men, as they start before 7 A. M. and work until sundown with their customers, while in the night time they have to make plans for the morrow's campaign. They sell easily, as they know how, when and where to buy.

Gonzalez Mora & Co. keep on buying through "El Jimagua," who, notwithstanding his mishap and against the peremptory orders of the doctor to keep quietly at home, attends to buying and selling, having registered a fresh purchase of 25 bales of Vuelta Abajo and receiving 300 bales delivered upon prev-

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars
Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA }
Capacity 50,000 per Day.
Prompt Shipments Guaranteed.

BON TON CIGAR CO.
Manufacturers
of the
El Dorado de Habana
CIGAR
Reading, Pa.

Correspondence with the Wholesale and Jobbing Trade Invited.

KAUFFMAN BROS.
Manufacturers of
High-Grade Nickel Cigars
LANCASTER, PA.
CROOKED TRAVELER—
A Cigar of Special Value
PRINCE VICTOR—A Five-Cent Leader
Correspondence with the Wholesale and Jobbing Trade Invited.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

DEUTSCH BROS.

Union Made CIGARS of Merit

1397-1399 AVE. A. NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.

READING, PA.

ions contract, besides looking after the stripping factory. As "El Jimagua" had not informed the firm of the breaking of his leg at the fire at the Trust cigarette factories, the latter were in ignorance of his accident and risky continuance of business. His rib has healed, but his leg must give him constant pain, and although he is a strong and robust man, it is a wonder how he can stand this strain.

Garcia Vega & Carcaba have secured through their Don Pantaleon Carcaba 500 bales more of the finest Vuelta Abajo, tierra llana, vegas. Their warehouse, 73 San Miguel street, is filled to its limit, and they commenced stripping to-day. Don Pantaleon leaves for New York day after to-morrow, but intends to return here within a month, as the 2000 bales bought upon his present trip may not be sufficient to last until the next crop.

Receipts of Tobacco from the Country,

	Week Ending Sept. 5. Bales	Since Jan. 1. Bales
Vuelta Abajo	4,111	135,445
Semi Vuelta	151	4,797
Partido	1,186	37,105
S. Clara & Remedios	2,883	52,502
Santiago de Cuba	57	2,791
Matanzas	—	127
Total	8,388	232,767

'Frisco Court Decides.

Defendant Wins in Contest Over a Name Widely Known.

San Francisco, Sept. 8, 1903.

Aug. Wessell & Co., wholesalers, of Havana and domestic cigars, moved the wholesale establishment last week from 99 Fremont street to 307 Market street. The branch retail store at the corner of Mission and Fremont streets will be conducted as heretofore. A first-class retail store has been installed at the new location on Market street. The new quarters are fitted up with every modern convenience and the retail department is up to date in every detail. Mr. Wessell's partner, Charles Stickert, is out on a business trip through the interior, which has made the work of moving fall rather heavily on Mr. Wessell.

M. W. Diffly, of Chicago, who came to San Francisco for the purpose of effecting an organization among the San Francisco tobacco dealers, and who set the ball rolling by bringing about the recent meetings, at which temporary officers have been elected, returned last Sunday to his home.

The recent increase of 5c. per pound on all snuffs does not seem to cause any decrease in the demand, the demand for snuff seeming rather to be on the increase.

Judge De Haven, in the United States Circuit Court, has decided in favor of H. Rinaldo Bros. & Co. in the case in which they were accused by Sanchez & Haya Co. of selling a cigar of a name so similar to that of the latter as to deceive the public.

H. Falk, who formerly had the stand in front of the Hoffman House, has secured a lease on a location opposite the new St. Francis Hotel, on the corner of Geary and Powell streets.

A. F. Baumgartner, of Boltz, Clymer & Co., is off on a trip to Stockton and Sacramento.

David Lawrence, formerly of Honolulu, has begun operations in San Francisco in the interests of "Martin's Navy," and is starting in a way which impresses the San Francisco dealers with his determination for success. He has secured the commodious quarters on Market and First streets, and has a large number of men out on the field stirring up business. He is advertising heavily, and had a large wagon fitted up for advertising purposes, which is much in evidence on the streets. He intends to put on two more of these wagons.

The manufacturers of the Red Seal cigar have added several men to their force of cigarmakers, and say that their work has been heavier during this season than last.

The wholesale cigar men, of Oakland, Cal., have petitioned Congressman Metchalf to have an internal revenue office established in that city, on account of the amount of business transacted by them with the revenue department, and to expedite the same.

On the 31st of August a fire occurred in the Moses block, Seattle, Wash., doing a damage estimated at $50,000. The fire was made especially hard to manage on account of the highly inflammable material, largely leaf tobacco, paper, stationery supplies, etc., with which the four upper stories of the building were filled. The manufacturing establishment belonging to Dennis A. Boehme was destroyed along with other concerns.

E. M. Smith, of Petaluma, Cal., who recently sold his cigar store to Harry F. Smith, will go on the road to sell Cadillac tobacco. He will make Petaluma his headquarters as heretofore. Harry F. Smith will improve the store which he has purchased. The old front will be torn down and be replaced by a modern front and new fixtures and flooring will be installed. H. F. Smith and E. A. Husler, known under the firm name of Smith & Husler, have dissolved partnership.

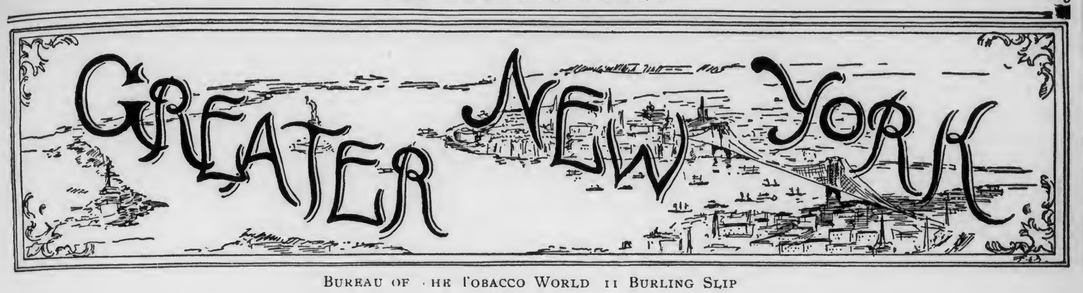
Hornbeck & Ichtertz, of Sacramento, are remodeling for a cigar factory the store in Vacaville, Cal., just vacated by Morris Stenge. The front portion will be fitted up as a cigar stand for retail trade.

Two laws affecting parents and children were passed by the last Legislature in the State of Utah. One was the tobacco law, making it a misdemeanor for boys to have tobacco in their possession. Formerly only those selling tobacco were punished, but now the law works both ways. The other measure is the Curfew law, making the parents or guardians amenable as well as the children, and either or both may be punished for every offense.

E. A. Munsey, at the cigar store on Twenty-fifth street, Ogden, Utah, has been charged with selling liquor without a license.

M. Solomon, a cigarmaker of Albuquerque, N. M., will open a cigar factory at 103½ North First street.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York



BUREAU OF THE TOBACCO WORLD 11 BURLING SLIP

The announcement in the morning papers of September 9 that on the day before an obscure citizen on Chrystie street had been arrested on the charge of being the "fence" for transactions in smuggled Sumatra tobacco caused only a faint ripple of interest among those citizens who handle this expensive and indispensable article of foreign merchandise in the regular way and none of whom is by any means an obscure citizen. That is probably because September is the busiest month in the year with the importers of Sumatra tobacco. Big cigar manufacturers and jobbers return to town in September from their summer at the seaside or in the mountains and trade begins to look up. But if Special Treasury Agent John Curtis had landed his little Chrystie street offender in July or August and had cooked up his story with the aid of a competent press agent the capture might have gotten a more extended notice in the daily newspapers than the mere printer's "stickful" that it did get. John Curtis and several of his colleagues have been working for over two years in the effort to put a stop to Sumatra smuggling at the port of New York. Their present success is encouraging, but is probably only temporary. A duty of $1.85 a pound to be evaded is too strong a temptation for the knowing sailor lads that ply between German and Dutch and Belgian ports and New York.

***

The clubs in this city and Brooklyn have received notice from the collectors of internal revenue that cigars must be sold from the boxes in which they are originally packed and not from trays or goblets and that all boxes must be destroyed as soon as the last cigar has been taken out of it.

All the club stewards and all the club waiters are going to be good now—for just five minutes by the clock.

***

E. W. Bolenius, who is well and favorably known as a leaf salesman in all sections of the United States, now represents E. Spingarn & Co. in the West. He left for his territory on September 12 with a full line of samples.

***

The Independent Cigar Stores Company ("Not a Trust") on September 11 sold its twenty-eight cigar stores in this city to the United Cigar Stores Co. The New York Herald has discovered that this little transaction between two very good friends involved $1,000,000. Yoh, as we say in Water street.

***

Sol Hamburger, of Hamburger Bros. & Co., got back from Havana on the Vigilancia on September 6. This firm is extending its business steadily. Last week it engaged the services of Anselmo Martin, an experienced leaf man, to represent it in New York state and in all those parts of Pennsylvania not covered by its veteran traveler, Uncle Sol Hoffheimer.

***

Union cigar manufacturers in Brooklyn are complaining that they are required to pay from $1 to $1.50 more wages on each 1,000 than the union manufacturers on Manhattan Island pay.

***

William Vigelius, of Havemeyers & Vigelius, has returned from his European vacation, greatly benefited in health.

Another returned vacationist is Henry Levy, Sartorius & Co.'s well-known traveler, who got back from a ten weeks' stay in Norden, Germany, on the Grosser Kurfurst on September 8. Mr. Levy expects to leave for a visit to his Western trade next week.

***

F. C. Bushnell, of F. C. Bushnell & Co., of New Haven, Conn., was a visitor in New York last week.

***

Major F. S. Burrows, of San Francisco, Pacific Coast handler of the nickel cigars of the Continental Tobacco Company, is in town.

***

The hail storm at Feeding Hills, Conn., on September 5 was the most destructive the tobacco growers of that section have ever known. Every one of them suffered on September 5, but the heaviest individual loser was the firm of Hinsdale Smith & Co., which places its loss at fully $20,000.

All the tobacco cut by the hail was growing in the open. There are no reports of damage to the tent-protected crops.

S. Ashner left last week to attend the Fall sales of Sumatra tobacco in Amsterdam and Rotterdam.

***

The annual Fall outings of the big political district leaders of Manhattan are the occasion of much cigar smoking. Take the John F. Ahearn outing on Labor Day, for instance. Each ticket cost $4 and entitled the holder to breakfast and dinner, three cigars and as much booze as he might want; also, a round trip to Witzel's Island at College Point. This year fully 5,000 of Mr. Ahearn's followers went to Witzel's Island to do him honor, and probably 1,000 others bought tickets but stayed at home. On the Labor Day excursion the cigars supplied to the picknickers were of the manufacture of the old firm of Thos. A. Plunkett & Sons, of 22 Bowery, and that is equivalent to saying that they were very good cigars, almost too good for open air smoking.

***

The Waldorf-Astoria Segar Co. has secured control of the John Drew cigar for New York city. This, as all the world knows, particularly the Western world, is A. L. & A. G. Kaufmann's nickel leader, and just exactly fine enough for New York.

***

Excellent wrapper leaf, it is expected, will be found in the 1903 Vueltas which are awaited during the next fortnight. It is a long time now since fine Vuelta wrappers were obtainable in desired quantities. The 1902, it is said, are too yellow and in much of the 1901 wrappers that have not yet found purchasers the burn is not all that is required. "Worker" bales are all very well in their way and sometimes yield a surprising number of wrapper leaves, but genuine Havana wrapper leaf, entered as such at the Custom Houses of the United States and paying the $1.85 duty are as scarce as hens' teeth.

For the 1903 wrappers it is promised that not only will the appearance and burn of the leaf be up to the best of the old time standards, but the aroma will be as exquisite as ever came from leaf grown in Cuba. We shall see.

***

That the days are not past, notwithstanding the competition of the great corporations which are just now struggling to corral the cigar business, when poor men cannot also get a hearing from the public and a share of its patronage, is well exemplified in the case of a firm of Brooklyn manufacturers. The firm is made up of two brothers, both young and both hard workers. When they started out in business five years ago they had a joint capital of $150, which they had saved up from their wages as cigarmakers. Today they have a fine store on Broadway in Brooklyn; they employ about twenty-five hands and are taking on more every day. Neither of the brothers is as young as he was five years ago, but each is a harder worker than ever and the way they are prospering is a caution. Their prosperity is an inspiration to the industrious and enterprising and a rebuke to the lazy and despondent.

The cigar manufacturing business is every man's business today, and almost to the same extent as it was thirty years ago. The trouble is that not a sufficient number of the right kind of people believe it.

***

Among the visitors to New York this week is one of the members of the firm of M. Ferts & Sons, cigar jobbers of Savannah, Ga.

***

Julius Shack, representing H. Duys & Co. in Canada, is at the firm's New York headquarters after the most successful trip he has ever had.

Mr. A. Shack, father of Mr. Julius Shack, recently celebrated his 78th birthday.

***

Very few of the retail cigar stores on the Bowery are as prosperous today as they were fifteen or twenty years ago, and not a few of them are pitiably decayed. The Bowery at night is no longer one of the sights of New York, and all the dives and gambling hells have been suppressed. Well-to-do people on slumming trips to the Bowery used to patronize the Bowery cigar stores liberally, as did all the vicious and dissipated people who kept the dives and gambling hells busy. In the good old bad days of the Bowery most of the cigar stores on that thoroughfare kept open day and night and in many of them the night patronage was larger than that which favored them during the daylight. Many of the old stores have disappeared and others are putting up the shutters. But that doesn't mean that the people are smoking fewer cigars than they did fifteen or twenty years ago, for the annual figures of the Commissioner of Internal Revenue show that we smoke fully twice as many as we did then; It simply means we are buying them elsewhere.

Several of the long established cigar store keepers of the Bowery nowadays manufacture, and quite largely, for the trade they secured many years ago.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambresio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE.
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA

HAVANA TOBACCO COMPANY
111 Fifth Avenue, NEW YORK
SELLING AGENTS for these Brands of Imported Havana Cigars:
La Flor de Henry Clay, La Espanola, La Corona, La Flor de Naves, La Flor de Cuba, La Meridiana, A. de Villar y Villar, La Carolina, La Flor de Yncian, La Vencedora, El Aguila de Oro, La Intimidad, La Rosa de Santiago, Estella, H. de Cabanas y Carbajal, La Africana, Manuel Garcia Alonso, La Antiguedad, La Comercial, La Flor de Murias, La Rosa Aromatica, J. S. Murias y Ca.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK

LEOPOLD SCHMID FRANK LANGE
L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

J. J. SCHOENER. CABLE ADDRESS "TACHUELA" I. M. JACOBY
I. J. SCHOENER & Co.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

PHILADELPHIA

RETAIL DEALERS' ASSOCIATION.

The next meeting of the Philadelphia Retail Cigar and Tobacco Dealers' Association will be held October 14 when active work will be resumed. Last Thursday the directors met and received the report of a committee appointed to learn whether the money contributed to the association by manufacturers could honorably be used for any other than the express purpose for which it was given, that of "fighting the trust." The committee reported that the contributors were willing that the money should be used in any way for the benefit of the retailers. Now the association is well provided with funds to attempt to secure a less objectionable enforcement of the Sunday closing law, as has been proposed, or for any other purpose which may be deemed wise.

OUTPUT DOUBLED.

In less than six weeks from the time President Theodore Werner and Secretary B. F. Corell, of T. J. Dunn & Co., realized that they must have a new factory to meet the demand for the Pete Dailey cigar, cigarmaking was begun in the new establishment—on August 30—and now the work there is well organized under the direct supervision of C. E. McCurdy and the general supervision of V. A. Hammel, who is superintendent of all the company's factories. The opening of this new factory has resulted in doubling the output of Pete Dailey cigars, the increase being from 50,000 to 100,000 a day; but even with this increase the cigars have to be divided pro rata among the customers and every day letters, and even telegrams, are received earnestly urging that more goods be sent.

STARS AND STRIPES.

M. I. Lifshetz is naturally greatly interested in an action recently brought in New York, as the matter of using representations of the American flag, etc., on cigar boxes is involved and Mr. Lifschetz manufactures the Peace Jubilee cigar, the boxes containing which are lavishly decorated with the stars and stripes of the national flag. The New York proceedings were begun in order to test the constitutionality of the law passed by the last New York legislature, and in them J. H. McPike, manager of the cigar department of Bennett, Sloan & Co.'s wholesale grocery house, has submitted to arrest that the question may be taken to the higher courts. Mr. Mc Pike was immediately paroled and will take an appeal from the decision of Judge Blanchard of the Supreme Court to the effect that the law is const tutional.

LOOK OUT FOR HIM!

A Philadelphia man, whose name and address have been furnished to The Tobacco World by a Wilmington cigar manufacturer on whom he attempted to work his game, should be looked out for. By representing himself as a jobber with a large trade at club houses he secures as many samples as he can, but no orders ever follow the sending of samples. The Wilmington manufacturer concludes his letter to The Tobacco World by saying: "He wanted Key West cigars. I sent him to the Elfrondo Cigar Factory on Fourth street. They sized him up and told him they would give him samples providing he paid for them and if any goods were sold they would return the money. He never came back. He lied when he told them that he was using large quantities of my cigars and spoke as if he had known me for years."

WILL BE DRIVEN OUT OF BUSINESS.

Every retail dealer who cannot afford to put about $45 more into stock will be prevented from selling plug tobacco after November 1, in consequence of the announcement, made last Monday by William McCoach, the Philadelphia Internal Revenue Collector, that after November 1 there will be strict enforcement of the law referring to the sale of tobacco in the original packages in exposing for sale cigars, cigarettes and cheroots which are packed in a large box bearing a revenue stamp, but sub-divided into packs which are either in boxes, cartons, tinfoil or paper, so wrapped that the contents of the small pack cannot be seen.

This law has always been enforced in nearly all revenue districts in the country, the principal exceptions being Philadelphia, New York and Baltimore, but after November 1 there is to be universal enforcement. The greatest hardship, and one which has led to the assertion that the American Tobacco Co. has brought its influence to bear on the Internal Revenue officials, will be in regard to plug tobacco, inasmuch as retail dealers, however small their sales, must buy a full box whenever their stock of any kind runs out. Heretofore they have been able to buy a pound of each of ten kinds for about $4.50, but hereafter if they buy ten kinds at once, they will have to pay out about $45. Of the 7,000 retail dealers in Philadelphia, there are very many of the class who were referred to by a prominent jobber when he said in talking with a Tobacco World man a day or two ago: "Forty-five dollars! They never have so much money at one time, unless it is when they pay their rent."

ENDLESS CHAIN SCHEME.

If there ever was a National Anti-Cigarette League, it has dropped out of sight. The address given as the headquarters of the organization in this city is a vacant building, and those who are employed in stores in the vicinity are weary of telling inquirers that they know nothing of the league. At the post office there is a stack of letters several feet high addressed to the league, and they are continuing to come at the rate of thousands daily. The postal authorities have tried vainly to stop the stream of correspondence for which there is no claimant. Someone with an endless chain scheme to stop cigarette smoking, or to secure a list of a certain class of names and addresses, is responsible for the flood of letters. The identity of those who started the scheme is unknown. So far as can be learned, the National Anti-Cigarette League has never had any existence except on paper.

PENITENTIARY CIGARS.

Such serious discrepancies in the cigar accounts of the Eastern Penitentiary have been discovered that Warden Bussinger has been asked to take a vacation pending an investigation, and minor officials have been discharged. Two statements made in connection with the case follow:

Inspector Robinson—"In the cigar department we have found several thousand cigars charged 'to institution.' We have been unable to find out where they have gone. In 1902 9,500 cigars were so charged, of which number 2,000, supposed to have been contained in thirty-three packages, passed through the gates. In 1903, up to August 5, 5,075 were so charged, of which 1,350, in twenty-three packages, were passed through the gates. And, according to the accountant's report, there are 10,425 of the four highest grades manufactured in the penitentiary missing. But this is not all; there are several thousand more of which there is no record. Foreman Armstrong said he gave away about 800 per month as samples and as bonuses, and from 50 to 100 each month to the Internal Revenue Inspectors. Estimating 1,000 cigars per 25 pounds of tobacco, the shortage this year would be 6,425. But several cigar manufacturers have declared our style of cigars would run about 20 pounds per 1,000 cigars. At this figure the shortage to August 14 was 28,525. As far as we can tell from the accountant's report, the Government is short 6,425."

Foreman Armstrong—"I told the committee just where the cigers went. I told them I knew they were being carried out by the wholesale, and I named two men whom I suspected of doing it. Warden Bussinger did not think it could be possible, but an investigation later into charges against a watchman opened up the whole matter, and the shortage was discovered. These cigars that are missing, if they left the prison, did not go through the gates with my O. K. or voucher. I accounted for the shortage in two ways, First, that the convicts pass them to their fellow prisoners, to the keepers and to others. Second, several thousand are 'charged to institution.' These cigars go direct to Warden Bussinger's office, and he must account for them. There were very few days that from 50 to 100 cigars, and sometimes more, were not sent there. On most of the Board meeting days 250 cigars were sent."

MOSTLY PERSONAL.

John D. Konold is again traveling for L. P. Kimmig & Co.

G. W. Newman, of Young & Newman, is off on a four weeks' western trip and is now in Chicago.

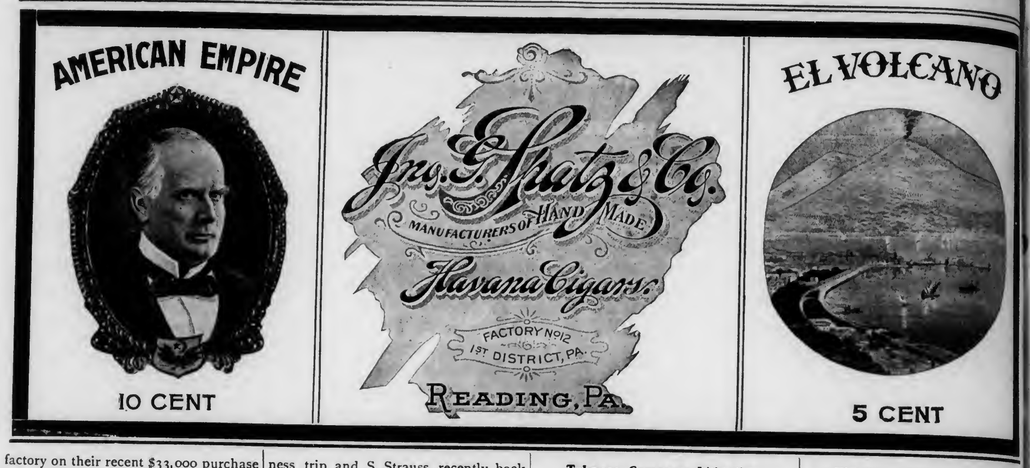
C. D. Jones considers himself fortunate in having secured a lot of '99 Zimmer, which has become very scarce.

Joshua Comley, who until a few years ago was a cigar manufacturer at Seventh and Diamond streets, died suddenly in Albany the latter part of last week.

A loss of about $25 resulted late Friday evening from the igniting of a quantity of matches behind the counter in the cigar store of Harry Slater at 204 South Eighth street.

F. H. Abraham saw his cigar dealing friends in Philadelphia last week and took pains to have them bear in mind the merits of the cigars made by Garcia, Vega & Carcaba.

Just when they will erect a tobacco



factory on their recent $33,000 purchase at Seventeenth street and Glenwood avenue has not yet been decided by Frishmuth Brothers & Co.

J. H. Duys, of H. Duys & Co., Sumatra importers of New York, was in Philadelphia Tuesday and in company with the firm's local representative, J. A. Kinney, visited the trade.

John W. Marshall is managing a silver mine in Mexico. His successor as Secretary of the Philadelphia Retail Cigar and Tobacco Dealers Association will be elected at the next meeting of that organization.

S. Grabosky will continue to manage the business of the concern now known as the Empire Leaf Tobacco Co., Ltd., he having the title of treasurer and general manager. The other officers are chairman, A. J. Brady, and secretary, B. Grabosky.

S. Weinberg, who can give many professional samplers cards and spades in their specialty, has considerable of a job ahead of him with some particularly fine light and medium Connecticuts and light Connecticut seconds, crop of 1902, which came in early tnis week.

E. C. Rahme, of 38 North Broad street, is trying the experiment of keeping his cigar store open all night. He does a large business in newspapers and periodicals and his nocturnal salesman has plenty to keep him busy in preparing for the following day even if customers are not very numerous after midnight.

H. E. Spannugh, of Philadelphia, was one of about two hundred invited guests at the formal opening of the new factory of H. F. Fiddler, of Womelsdorf, last Friday. Among others who enjoyed the hospitalities of the occasion were Louis Leopold, John W. Ramsey and Jack Kinney, of New York and Joseph Bimburg, of Elmira, N. Y.

J. W. Eckerson, of Felix Eckerson & Co., is doing so well on his present business trip and S. Strauss, recently back from Europe, is keeping such pace with him, that all hands at the warehouse are kept very busy. The Eckersons lost nothing by the recent severe hail storm in Connecticut, as the large quantity of tobacco bought there by them was already housed.

Manager McDonnell, of the Dalton store at Thirteenth and Arch streets, has taken great pride in a cigar, the Victor, made expressly for that establishment, since the store was opened a few months ago; but from the first he has been dissatisfied with the package, particularly the labels. New labels have now been printed and are in use, and are of a design and finish worthy of the thoroughly good cigar the name of which is printed on them.

PHILADELPHIA LEAF MARKET

"The smile that won't come off" is to be seen frequently by visitors to the leaf houses in Philadelphia. Business is very good with some of the concerns, and is fairly good with all. In some lines, particularly Havana, the demand is so great that there is occasion for competition on the part of buyers. One dealer who had given two customers a price on a certain lot, had occasion to tell one of them, when an attempt was made to close the deal by telephone, that a telegram had just been received from the other, and that, consequently, the goods were already sold.

GOOD PLACE FOR CIGARMAKERS.

Wilmington is a lively place and is constantly growing, and is a pleasant city to live in, especjally for working people. Good situations are open there for cigarmakers, particularly at S. H. Durstein's factory, where are made the Sen-Auben cigars and the Rothschild's Especiales, the latter selling for six cents—a rather novel price but a price many good judges of tobacco are willing to pay, as is evidenced by the sales.

Tobacco Company Litigation.

Counsel for the Universal Tobacco Co. appeared before Chanceller Magie at Trenton, N. J., on Tuesday, and made application for a stay of the order made by Vice-Chancellor Pitney a week before compelling the company to produce the books. An appeal from this order has been made to the Court of Errors and Appeals, and Tuesday's application was for a stay pending the disposition of this appeal.

Heavily in Debt; Ran Away.

Joseph Mendel and Lorenz Lowenstein, composing the firm of Mendel & Lowenstein, wholesale and retail tobacconists, are missing from Columbus, O., and Judge Marcus G. Evans has appointed C. E. Ellis and C. F. Krumm receivers of their business, which is said to involve liabilities variously estimated from $12,000 to $30,000, with assets approximating $20,000. Neither young man is over 23 years of age. Lowenstein's sisters and Mrs. Mendel, a bride of six months, are prostrated over the disappearances.

—The first meeting of the directors of the Cigar Dealers' Association of America since the resignation of Thad. H. Hoe and the succession of Robert E. Lane to the Presidency will be held in Chicago on Monday, Sept. 21.

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

CHICAGO Cigar Broker wants to represent a Penn'a Cigar Factory making cheap goods for the Holiday trade, packed 1 | 20, 1 | 40 and 1 | 80. A good thing for the right factory. If goods and prices are right, will guarantee to increase his capacity. Address BROKER, Box 30, care of The Tobacco World, Phila. 9-16-1

FOR SALE—The finest located Cigar Store in Cumberland, Md., doing a nice cash business—15,000—usually cash sales; established 20 years: stock in trade, 250,000. Address J. W. KUHN, 74 Baltimore St., Cumberland, Md. 9-16-1t

WANTED.—We have a cigar manufacturer who wishes to make a contract with some reliable firm for ten or twenty thousand scrap cigars daily. For particulars, address WINGET MACHINE CO., York, Pa. 9-2-4t

GOOD OPPORTUNITY for a live man to enter established Leaf Tobacco Business. Only a moderate amount required. Address DEALER, Box 29, care of The Tobacco World, Phila 9-16-1

WANTED—Broker or Salesman to handle product of small Union (Blue Label) cigar factory. Box 200, Akron, Pa.

GEO. W. WERT & CO.
MANUFACTURERS OF
High Grade Union-Made Cigars
No. 14 North George St. York, Pa.
UNION PLANTER 5-cent Cigar is Our Leader.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

TEXAS TOBACCO FACTS
Write for Full Information to....
"Millions for Farmers"
So Says Secretary Wilson, U. S. Dep't of Agriculture
Exhaustive tests prove that the finest grade of... CUBAN LEAF Filler and Wrapper can be grown in Texas on line of the
SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.
T. J. ANDERSON, General Passenger Agent, Houston, Tex.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in Leaf Tobacco
Lancaster, Pa.

J. W. BRENNEMAN,
Packer of and Dealer in
Leaf Tobacco
MAIN OFFICE,
Millersville, Pa.

United 'Phones: { No. 931 A, Millersville. No. 1803, Lancaster.
Lancaster Office, 110-112 W. WALNUT STREET

THOS. R. DECKER
YORK, PENNA.

MANUFACTURER OF
Sweet Damsel, D. & S.
High Grade Medium Priced
Cigars
For the Wholesale and Jobbing Trade.
Correspondence invited.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER. PA.

IRREGULAR PAGINATION

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

ESTABLISHED 1865
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO., Lancaster, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon, Maker, Moundsville, W. Va.
Jobbers, Write for Samples.

On Connecticut Farms.

Kent, Conn., Sept. 12, 1903.

Here this week inspecting tobacco were M. Frank & Son, New York, J. B. Pitcher, Bridgewater, Conn., M. Michaelis, Lancaster, Pa., and J. G. Zimmerman, Troy, N. Y.

Schoverling-Kinney Co., New York, have given up the Hinsdale Smith & Co. warehouse here which they have used for the past three years for packing purposes.

Luther Eaton & Co. closed out about 300 cases of their new tobacco this week.

There was very little, if any, Kent tobacco hail-cut in the storm of September 8, but around New Milford there was much damage done to the crop.

The greater portion of the new crop has already been cut, and by the end of this week nearly all will be hanging up the barns.

John Judd, who cut his tobacco this week, thinks this year's tobacco will be the finest grown in years up this way, and will certainly bring good prices.

Cigars in Club-Houses.

Well, this certainly is a terrible year for clubs. Worse than the weather and the Iowa corn crop.

Not only are retailers fined for Sunday selling and caused all kinds of trouble, but the government comes along and takes occasion to change the cigar sale methods. Little chance the club member has to say how his club shall be run.

The government now decrees that no cigars shall be sold except in the original packages.

"Stop," thunders Uncle Sam to the waiter who is carrying a holder full of cigars to the president of the club.

"Sure, sah," replies the trembling waiter.

"Where's the box?"

"It am in de office, sah."

"Go get it, and don't let me see you bring out any more cigars except in the boxes."

That is to prevent the substitution of cheap cigars for the better ones, the Federal officials declare.

Local club authorities, however, say they will try to have the order withdrawn.

It will be too great an inconvenience for waiters to carry an armful of boxes, they say. And then, you know, waiters aren't always the just and upright individuals they might be.

Factory Plant Bought.

H. E. Carr & Co. having purchased stock, tools and labels of the Ross Cigar Co., Mansfield, Pa., are removing them to new factory quarters, and will open an up-to-date retail branch in connection about October 1. Harry Carr needs no introduction to the local trade, having been with The Ross Co. over 15 years, five years as superintendent, and knows every customer personally, having carried the grip on periodical trips for sometime. The new firm expects to continue the old brands in addition to several new ones.

HIGH-GRADE CIGARS
Manufactured by
A. W. Zug,
East Petersburg, Pa.
We Employ No Salesmen
All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

IMPORTANT NOTICE

A recent threatening circular sent out to the cigarmakers of the country by the Miller, DuBrul & Peters Manufacturing Co. is a remarkable document. A **Valid** patent secures an inventor a **Monopoly** for seventeen years. For that time a valid patent is better than a **Trust**, because it is lawful The gentlemen composing said company claim in their circular that, beginning 30 years ago, they have taken out 149 patents, but they don't state how many of the 149 are now alive. A patent issued 30 years ago has been dead for 13 years.

We made the same style of mold ten years ago that we are making to-day. Why do they resort to **Law Suits** at this late day? The answer is easy—Simply because their patents are no longer a protection! Congress gives an inventor **A Monopoly for Seventeen Years,** but only in return for his promise to let the public have free use of his invention at the end of that time. The Miller, DuBrul & Peters Manufacturing Co. has no live valid patent to-day, and it does not want to keep its promises made to the people through Congress over 17 years ago. **It has no lawful Monopoly and so it is now hungry to be a Trust.**

After a "live and let live" career of thirty years, **it now proposes to kill off competition by using the courts as a club.** It wants to use **Injunctions** and in this way gain the power of a **Trust.** The cigarmakers know the class of people who **Resort to Injunctions.**

The Trust will push the price way up and force you to pay it. No injunctions will be issued against us. **We have made the Best Cigar Mold on the market for years, have infringed no patent, and won't be bluffed out of business. We are in business to stay and will fight any suit brought against us, and we will protect all users of our Molds.** We have employed the best legal talent to protect us and to save the public from the forming of this Trust, and we propose to see that Messrs. Miller, DuBrul & Peters keep the promises they made to the people at the time their patents were granted.

To our customers we say: Stand pat. Don't worry. Send all threatening notices you receive to us, and we will put them to good use.

The STERNBERG M'F'G CO., 1702-12 W. Locust St., Davenport, Ia., U. S. A.

Sobrinos de Venancio Diaz.

Sobrinos de Venancio Diaz is a firm established only about one year, but one of the progressive and hustling Spanish houses which are up-to-date in all their business dealing. Don Venancio Diaz is an old-timer too well known to need any special mention, and besides the strength of his name he has placed with his nephews an ample capital for doing a large business. He is now in Spain taking a well earned rest and vacation. Don Narciso Gonzalez is the head and active spirit of the concern. While still very young in years, he has had a very thorough education in everything that belongs to the tobacco business. Commencing at the bottom of the ladder he was sent by his uncle to the United States later on to learn the workings of an American cigar factory, and for a short time he was also carrying on business as a jobber in New York, in the beginning of 1902. Seeing that the island of Cuba offered better opportunities than New York he did not stay long and tritter away his time in New York, but returned here to establish the new firm. Don Narciso made a host of friends in the North, acquired full command of the English language and learned the way to treat people so as not alone to keep his friends but to extend the circle of them by constant new accessions. Having traveled all over the island and having worked in the packings of his uncle, he knows where the best tobacco of its kind is usually grown. Besides knowing the farmers personally he has the knack of understanding how to treat them, thus being able to make the best bargains in buying goods, right from the start. The firm owns several large farms in the Tumbadero section, and also in the choicest districts of the Vuelta Arriba, near Santa Clara and Cuamajuani, and handles all kinds of leaf from the finest factory vegas of the Vuelta Abajo and Partido to the heavier fillers of this growth, besides Remedios in all its varieties.

The brother of Don Narciso is Don Antero, who has charge of the packings in the country. Don Maximiliano Mendez, very long connected with Don Venancio Diaz, is now the resident buyer in the Vuelta Arriba, with headquarters in Cuamajuani, so he always is on the spot to pick up the best vegas. If Don Narciso continues to stick to his motto, "Live and let live," the firm of Sobrinos de Venancio Diaz is bound to enjoy long life and prosperity.

Lancaster Lamentations.

Nothing More than an Ordinary Crop to be Hoped For this Year.

Lancaster, Sept. 15, 1903.

The tobacco growers of Lancaster county may well join in the refrain, "What shall the harvest be?" for the fates seem combined against them. Overabundance of rain and too much cold weather prevented the plants maturing; then came a hail storm that destroyed the crop of a large area, and now comes the rotting of tobacco in the sheds. Probably more than half of the crop of Lancaster county is already under cover, but it is not curing properly because there is too much moisture in the air. Some of the growers are attempting to correct the evil by burning charcoal in the tobacco sheds and others have taken their crop out of the sheds. The growers whose crops are still standing appear to be between the devil and the deep sea. If they leave their plants uncut much longer they run the risk of hail, and if they cut now they cut much tobacco not yet matured, and run the risk of having it rot when put in the sheds. The growers, however, are still bluffing to make it apper the crop all round is a good one, but the leaf dealers are not deceived. An ordinary crop is the best that can be hoped for.

The business in cased goods has continued good the past week, and the steadiness of the trade for weeks past has been most gratifying. All the local dealers record a good volume of trade. The crop of last year is passing right along into the hands of the manufacturers, leaving packers time to think over the new crop and make their arrangements accordingly. The total sales were 2286 cases, as against 1731 cases for the corresponding week of last year.

There has been a big falling off in the business of union cigar factories lately, orders coming in so slowly that several had to shut down. The union factories have to pay higher wages than the non-union factories, which may in a measure account for this condition of affairs. All of the non-union factories appear to have plenty of work.

Buyers have already begun sampling the 1902 crop.

Martin Keller, of Penryn, is probably the first grower to strip this year's tobacco. Much tobacco of Lancaster county is yet uncut.

The grand jury last week found a true bill against S. R. Moss and H. J. Ryder,

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. JOHN E. OLP, Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of Nashville, Pa.
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

A sure cure for Dry Cigars and Tobacco.

A cure for foul, slimy, Sponge, Cotton and Felt.
The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.
Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock.
No. 1 answers practical advertising for cigar jobbers and manufacturers; very low price in quantities.
No. 2 for tobacco pails. No. 4, Pans 5½x12x3 to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 4½x7x17 for each wall case shelf; 8x21x40 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.
O. R. RICE & CO., 108 East 14th Street, NEW YORK.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five - Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON, Factory Representative for Penna. 1133 Ridge Avenue, Phila.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Mt. Carmel Cigar Manufact'g Co.
Manufacturers of Fine Havana and Domestic **Cigars**
Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUEHL,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST **Lithographers,** CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf **Tobacco**
East Petersburg, Pa.

of S. R. Moss & Co., Lancaster cigar manufacturers, on the charge of counterfeiting labels, the prosecutor being George M. Gales, secretary of the American Cigar Company. The case was not called for trial, and has been continued.

A visitor from Doe Run, Chester county, says very little tobacco was raised in that county this year, the farmers believing it does not pay them for the extra work it entails. Probably better rewards would come to them if they gave more attention to the industry.

Among the representatives of the tobacco trade who visited Lancaster the past week were: H. Allan, of Milwaukee; Ellis Arndt, of New York; George M. Gales, secretary of the American Cigar Company; Brother Schnath, of Schroeder & Arguimbau, of New York; Sol. Hoffheimer, of Hamburger & Co., of New York; "Sammy" M. Kauffman, of New York.

Reading Cigars in Demand.

One Firm Occupies New Factory—Overtime Work Necessary to Fill Orders.

Reading, Pa., Sept. 12, 1903.

Leo I. Krug, who recently took possession of the cigar store of his father, Michael Krug, has completed making a number of alterations to his business place. The interior of the cigar store has been repapered and painted and a new cigar case installed. Mr. Krug has a number of orders for his Krug's Special, a new nickel brand recently placed on the market.

H. F. Fidler & Co., cigar manufacturers, have moved into their new three-story brick factory on East High street, at Womelsdorf. The firm will at once open operations with an increased force of mechanics. The new structure is fitted with the latest appliances. The firm's increasing business necessitated a more commodious factory and no expense has been spared to make it a model one.

In the windows of T. P. Moore's cigar store here a fine exhibit of "Pathfinder," cigars is made. The cigars are arranged in an effective design, surmounted by American flags, and at its base is shown a large photograph of Ellis L. Abrams, labeled, "The man who sells the Pathfinder."

The windows of Kerper's cigar store here have been trimmed with a fine display of "E. E. K." cigars, which are manufactured by E. E. Kahler. The label bears a handsome portrait of Mr. Kahler.

L. E. Ruth, contractor, with a large force of mechanics, is placing the steam heating fixtures in the new cigar box factory of Weidman & Meyer, at Wernersville.

Walter C. Hart has purchased the stock and fixtures of the cigar and confectionery store at 280 South Ninth street, from Richard Folk. Mr. Hart is a well known young man in this section and has had many years' experience in the business. He will restock the entire store.

A shower, accompanied by hail, which fell thick and fast did considerable damage to Harby Gensemer's tobacco patch at Blainesport, this county.

James S. Roland, of this city, has engaged in selling cigars, cigarettes and smokers' supplies and has opened his headquarters at 510 Penn street. He handles all of the leading brands, but makes a specialty of Regensburg & Sons' Key West cigars, besides "The Kerper" and "Charlotte Cushman."

Yocum Brothers' cigar factory, is one of the busiest in this city and the help works overtime three nights a week, owing to the rush of orders for the fall trade. The firm's output for the season is already far ahead of that of last year.

York Men Making Money.

Manufacturers Having Much More Business Than They Can Take Care of.

York, Pa., Sept. 14, 1903.

The activity displayed in cigar manufacturing circles continues with unabating vigor. Unquestionably the busiest siege of work experienced in the neighborhood for some time is in progress. One manufacturer has delivered—on an order for 85 cases—25 cases, and is endeavoring to hurry out the remainder, but in the attempt is handicapped by scarcity of labor, and perhaps by stock not to the liking of capricious workmen.

Buyers of cigars besiege the manufacturers daily for cheap goods, and invariably meet with ill success. It is no unwarranted assertion to state that it would be almost impossible to find for sale two cases of cigars in a day's journey by one no longer a novice at buying and familiar with the county.

George W. Bowman & Co. will erect a large new factory in Hanover at an early date, to accommodate growing trade. A new brand, labels for which are in preparation—"The Bob Bow Man"—will be received favorably, judging from the advance samples which have already been prepared. This cigar is sold as an all-Havana filler, and for five cents.

Among the visitors here recently were M. Coreff, of the E. & J. Co., Chicago, Ill., and Mr. Kruse, of the Baltimore Bargain House, Baltimore, Md.

—Evidence of having worked at their trade at least three years in their native country, and a union-card, must now be presented by foreigner cigarmakers to secure union privileges in this country.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories: *YORK and YOE, PA.*
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

J. K. PFALTZGRAFF & CO.
Manufacturers of High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—*The* Bear Brand—*The* Cub Brand—*The* Essie Brand.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

W. H. RAAB & SONS,
LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY.
DALLASTOWN, PA.

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Manufacturers of
High Grade Union Made
Cigars
SPECIAL BRANDS:
ALEX WILSON—ten sizes;
MINERS' VICTORY, PRIMO, LITTLE PEDRO, and LA UNION CROOKS.

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Wholesale Manufacturers of
High Grade Medium Priced **Cigars**
Red Lion, Pa.
Remember—the MELODIOSO is Our Leader.

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE
Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST PHILADELPHIA

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We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

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105 S. George St., YORK, PA.

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Wholesalers and Retailers of Leaf Tobacco

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

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Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.

Packers of Leaf Tobacco

James and Prince Streets,

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STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

A. J. HINSEY,

Manufacturer of

Fine Havana and Domestic CIGARS

For Wholesale and Jobbing Trade Only. Correspondence solicited. Akron, Pa.

E. B. STONER,

Packer of and Dealer in

PENNA. LEAF TOBACCO

Hellam, Pa.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending Sept. 12, 1903.

Havana—James E. Ward & Co., 10 cases cut tobacco, 1 case cigarettes, 1 case cigars and cigarettes; Fred. Castany, 1 package tobacco; Brown Bros. & Co., 2 barrels scrap.

Bremen—Leonard Friedman & Co., 50 bales tobacco; American Express Co., 1 case tobacco.

HAVANA TOBACCO.

Str. Havana, arrived Sept. 9:
(2,026 bales, 40 bbls.)

James E. Ward & Co.	622 bales
Sartorius & Co.	346 "
Lozano, Selgas & Co.	137 "
E. Rosenwald & Bros.	105 "
George V. Watson & Co.	70 "
Hinsdale Smith & Co.	67 "
J. Bernheim & Son	62 "
Hamburger Bros. & Co.	61 "
A. Montanez & Co.	59 "
Emilio Suarez	58 "
J. Mendez & Co.	53 "
Adolfo Moeller	51 "
G. W. Sheldon & Co.	50 "
The Hilson Co.	46 "
E. Regensberg & Sons	40 "
I. Bijur & Sons	37 "
Rodriguez Tejure	34 "
J. W. Merriam & Co.	25 "
Rothschild Bros.	20 "
Simon Auerbach & Co.	20 "
Fred Castany	20 "
Carl Vogt's Sons	10 "
S. Ashner	10 "
Arsemo Perez	10 "
V. Mancuno Murino & Co.	7 "
Leonard Friedman & Co.	6 "
Hinsdale Smith & Co.	10 bbls.
Antonio Montero	10 "
Yocum Brothers	10 "
Brown Brothers & Co.	10 "

HAVANA CIGARS, Etc.

Str. Havana, arrived Sept. 9:
(571 cases)

James E. Ward & Co.	389 cases
Havana Tobacco Co.	130 "
Park & Tilford	15 "
Waldorf Astoria Segar Co.	10 "
Order	8 "
G. S. Nicholas	6 "
L. J. Spence	5 "
Michaelin Lindemann	2 "
Alex Hollander	2 "
M. D. T. Co.	2 "
Chas. H. Wyman & Co.	1 case
Augustin Castellano	1 "

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

Much has been said in relation to the present 1903 crop, and what has been said by the bulls or bears is true this year, as it has been in the past ten or twenty years. What is true in one locality will not fit in another. Much has been said about the heavy rain damage to the young growing crop, and a fair share of what was said is correct. But nature and the farmer have done much to repair the damage, so that, according to the reports of our correspondents, the

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Turkish Cigarettes

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Manufacturers of

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Manufacturer of

Fine and Common Cigars

Established 1890.

Capacity, Twenty Thousand per Day.

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Manufacturer of High Grade

EGYPTIAN CIGARETTES

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Traveler-Cork Tips. Planet-Gold Tips
Planet-Plain Tips. Planet-Cork Tips

KLEINBERG'S

Chico CIGARS

AGAIN ON THE MARKET.

A Better Cigar than ever, and Selling Faster than ever before.

M. KLEINBERG,

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219 N. Second Street, Philadelphia.

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QUEENS OF THE LAKES

Steamers Eastern States and Western States

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Lv. BUFFALO daily 5.30 P. M., ar. DETROIT 7.30 A. M., connecting with all trains West and D. & C. for Michigan resorts. Lv. DETROIT daily 4.00 P. M., ar. BUFFALO 7.30 A. M. Fare: $2.50 one way, round trip $4.00. Berths $1.00 and $1.50, rooms $1.50, parlors $2.00 each way. Week End Excursions DETROIT or Return, $2.50. Send 2c. for Illustrated pamphlet. Address A. A. SCHANTZ, G. P. T. A., Buffalo, N.Y.

crop is maturing from 80 to 90 per cent. of the normal yield for the last ten years, and even those figures may be increased to perhaps 95 per cent., and as proof of our assertion, I will quote from the local correspondents in the different localities:

"Suffield, Sept. 1, 1903. "I see in the papers all sorts of expressions in regard to the present tobacco crop. I haven't been on the east side of the Connecticut river, but have been over quite an area on the west side, and I think I am conservative in saying there is not one acre in ten that is an average, take it for the last five years. There is a peculiarity about the present growth. On flat heavy soil, the color and growth is good. On the lighter soils it spindled up and yellowed. There are acres in town that will not be harvested. I saw at Granby two weeks ago, at S. F. Holcomb's, two acres under cloth of as nice tobacco as I ever saw. He has some very nice tobacco in the open, too, all Havana. His crop last year (under cloth) weighed 1,600 pounds to the acre. He told me it was sold for $1 per pound. Cutting is the order of the day."

Ellington, Ct.: "Tobacco is proving a finer crop than was grown here last year. Growers have taken advantage of the warm weather to push harvesting. At Warehouse Point cutting of early set tobacco has been completed, and the later set crops are being harvested by a few of the growers. Fields have improved considerably during August, and at cutting the early set tobacco was very uniform in height and quality; except that the plants were not so high as might be desired, the crop was a good one. It will average about 1,100 pounds, while last year the average was about 1,200 pounds. This year the average price will more than compensate for the loss of the 100 pounds per acre, for it is reported that several crops have been sold as high as 27c in the field, and of the broad leaf variety at that."

East Whately, Mass: "There are some very fine and some very poor crops in this section. Growers estimate an average of about from 80 to 90 per cent. of the last year's crop."

Southwick, Mass.: "Growers admit a good green color, but a little under size compared with other years. So the growers of tobacco need not feel discouraged, as a whole, as compared with the crop of other years."

As yesterday was Labor Day, we have received no word from numerous correspondents, so we must forward this letter without a sale to report.—American Cultivator.

BALDWINSVILLE, N. Y.

Chas. Northrop received a car load of last year's tobacco at the freight house here last Saturday, shipping to Julius Vetterlein & Sons at Lancaster, Pa. A considerable amount of the growing crop has already been cut and safely hung in the shed. A few small shipments have been made from the local warehouses.—Gazette

EDGERTON, WIS.

The hot chase after the new crop in the Vernon county section that has been going on for the past two weeks has subsided somewhat. Many of the buyers have retired leaving the field to local men, who are more quietly making contracts at figures, it is reported, somewhat under the opening sales. Buying has commenced in the Orfordville section during the week where possibly 100 acres has been contracted for 8 to 10 cents for bundle delivery.

The harvest is being pushed along rapidly and it is believed that the close of the present week will see the great bulk of the crop secured. The weather conditions have been decidedly favorable for the development of the later fields, which are now going into the shed the largest, soundest and cleanest leaf of the entire crop. The warm moist weather of the week also brought conditions that may lead to some shed damage and growers need watch their curing barns closely until the danger is past.

The most important transaction of the week in old leaf is the sale of the 1902 Vernon county packing of M. H. Bekkedal, of some 3,000 cs, to Fisher & Fisher for the account of S. L. Johns. Other trading is, as usual, confined to manufacturers in small lots.

Sampling of the 1902 packings is becoming quite general, though it is claimed that much of the tobacco is not yet in condition for inspection.

Shipments, 500 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Nothing has been done in the tobacco market during the past week; everything is at a standstill.

The crop is cutting very poorly, as the drouth caused firing in the field. Had rain on the 10th inst., which was very beneficial to all crops.

No change in quotations or stocks, but can buy tobacco very cheap for anyone wanting any grade except Lugs.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 8 hhds.; Offerings on the breaks 23 hhds.; public and private sales 81 hhds.

There was no improvement in the quality of the breaks and the market was dull and easy in price, and will remain so until there is some decided movement in the Bremen market.

Under very hot dry weather the crop in the field has suffered deterioration in the past week; there is some field firing, and the late tobacco is making but little growth.

As very few of our dealers will buy loose tobacco the coming season, and there will be no Strips put up, the Italian buyer will have entire control of the loose tobacco market.

The losses of the dealers this season were caused largely by the bad sweating of the crop.

QUOTATIONS:

Low Lugs	$3.75	to	$4.25
Common Lugs	4.25	to	4.75
Medium Lugs	5.00	to	5.25
Good Lugs	——	to	——
Low Leaf	5.00	to	5.50
Common Leaf	5.75	to	6.50
Medium Leaf	6.75	to	7.75
Good Leaf	8.00	to	9.00

Smoke

FAUGH-A-BALLAGH

5c CIGAR

WRITE

GRANEY

Commercial Cigar Co.

476 North High Street, COLUMBUS, OHIO.

Denver Union Cigar Factory

MANUFACTURERS OF

STRICTLY UNION-MADE

CIGARS

Correspondence with the Wholesale and Jobbing Trade Invited. Denver, Pa.

Barnesville Cigar Co.

W. H. BARLOW, Proprietor, *Barnesville, Ohio,*

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited. Write for Samples.

T. L. ADAIR, *Established 1895*

WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

J. E. SHERTS & CO.

Manufacturers of

High-Grade Seed and Havana CIGARS

Lancaster, Pa.

E. E. Weaver

Manufacturer of Fine Cigars

TERRE HILL, PA.

Orders from the Jobbing Trade Solicited. Shipping Station, East Earl.

THE CIGAR JUDGE
Announces
His Decision
He gives the Blue Ribbon for the Best Smoke at the price to
3--I--C
Specials
You want to know for your business' sake about this good seller and satisfaction giver, Mr. Jobber. Write to-day for terms and samples. Sold to Jobbers only.
PHARES W. FRY
Lancaster, Pa.

A Winning Proposition
That is what you will find in the
HES-RA
The Latest and Best
Egyptian Cigarettes
on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.
M. G. Hollis & Co.
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Manufacturer of
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GOLD LEAF PRINTING a Specialty
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Packing Houses: Covington, O. Gettysburg, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.
Redryers of Burley Tobacco
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.
Samples forwarded on application.
Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

Business Changes, Fires, Etc.

Alabama.

Montgomery—T. J. Mattox Cigar and Tobacco Co. (not inc.,) T. J. Mattox, individually, wholesale and retail cigars and tobacco, real estate deed, $350.

Illinois.

Chicago—Wm. D. Algeo, cigar manufacturer, chattel mortgage, $2,000.

Indiana.

Indianapolis—Wm. McIntyre, leaf tobacco, assigned.

Maryland.

Baltimore—I. Goldstein & Co., cigar manufacturers, damaged by fire.

Massachusetts.

Boston—Laurence Eichelburger, cigar manufacturer, chattel mortgage, $200.

Michigan.

Detroit—Perry E. Phillips, cigars, tobacco, etc., succeeded by R. S. Talcott.

Minnesota.

Ely—Mat. P. Lampo, tobacco and confectionery, warranty deed, $350.

New York.

Oneonta—W. W. Conners, cigar manufacturer, sold out.

Rochester—H. L. Conway & Bros., wholesale tobacco, W. J. Conway, dead.

North Dakota.

New Rockford—Lyman & Ellis, cigar manufacturers, Charles Lyman succeeds.

Ohio.

Columbus—Jos. Mendel & Co., cigars and tobacco, receiver appointed.

South Dakota.

Watertown—Hildebrand & Dobbs, cigar manufacturers, Dobbs succeeds.

Virginia.

Penicks—Central Tobacco Works Co., manufacturers, H. T. Patterson withdraws.

Washington.

Seattle—D. A. Boehme, wholesale leaf tobacco, damaged by fire; insured.

Walla Walla—R. G. Watson, cigars, etc., sold out to E. J. McKitrick.

Wisconsin.

Edgerton—Ole Johnson, cigar manufacturer, real estate mortgage, $619.

PATENTS RELATING to TOBACCO, Etc.

738,653 Lighted match protector, Hurlbut C. Bowman, Des Moines, Iowa.

738,425 Tobacco-flue screen, Alva G. Floyd, Fairbluff, N. C.

738,540 Cigar punch, Louis J. Hopkins, Torrington, Conn.

738,235 Smoking pipe, Ignatz and G. Pfortner, New York City.

738,636 Cigar bunching machine, James E. Smith, New York City.

—The large tobacco warehouse on the plantation of the Connecticut Valley Tobacco Corporation at Poquonock, Conn., containing the entire 1902 crop of shade-grown Sumatra tobacco, was destroyed by fire on the 10th inst. The loss is estimated at $40,000, nearly covered by insurance. The fire is believed to have been of incendiary origin, as no lights were kept about the warehouse.

BOLTED CIGAR BOARDS
MANUFACTURED BY
L. L. BEDORTHA
WINDSOR, CONN

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Special Designs — Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty
CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar -Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
143 Liberty St.
New York.

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We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
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The American Cigar Mold Co.
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Best Workmanship — The Lowest Prices
H. W. HEFFENER
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DEALER IN
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CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
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F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
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Frank Ruscher — Fred Schnaibel
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Tobacco Inspectors
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SAVE CIGAR BANDS!

ANOTHER FREE DISTRIBUTION

OF

$142,500

Will be Made in December, 1903, Based on the Month of NOVEMBER, 1903, to Smokers of

"CREMO"	"FONTELLA"	"WEGO"	"SIONA"
"CUBANOLA"	"RENOWN"	"NERVE"	"SPANIOLA"
"GEO. W. CHILDS"	"SALVA FUMA"	"STAR"	"TWO ORPHANS" (2 for 5c)
"JACKSON SQUARE"	"SANTA BANA"	"LILLIAN RUSSELL"	"BENEFACTOR"
"PREMIOS"	"PEOLA"	"TURCO"	"FLORODORA" (3 for 10c)
"EXPORTS"	"SMOKETTES"	"VELVET"	"FLORODORA OPERAS" (5 for 10c)
"LA BELLE CREOLE" (10c)	"COLUMBIA" (10c)	"CONTINENTAL" (10)	"PIONEER"
	"DOWLEDO"	"DETROIT FREE PRESS"	

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?

(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3.00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000.00 in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000 00 "
To the	5 persons whose estimates are next closest	($1,000.00 each)	5,000 00 "
To the	10 persons whose estimates are next closest	($500.00 each)	5,000.00 "
To the	20 persons whose estimates are next closest	($250.00 each)	5,000 00 "
To the	25 persons whose estimates are next closest	($100.00 each)	2,500.00 "
To the	50 persons whose estimates are next closest	($50.00 each)	2,500 00 "
To the	100 persons whose estimates are next closest	($25.00 each)	2,500.00 "
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000.00 "
To the	3,000 persons whose estimates are next closest	($5 00 each)	15,000 00 "
To the	30,000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2.50 per box)		75,000.00
	35,213		
	35,213 persons		*$142,500.00*

Every 100 bands from above named cigars will entitle you to four estimates.

[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445, 95,483	August	483,551,833	485,441,753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800,523	575,804,470
April	427,952,-58	481,870,212	516,835,163	October	532,205,063	574,551,047	628,881,303
May	456,509,855	553,187,580	523,035,907	**NOV.**	**508,258,250**	**529,308,500**	**562,444,393**
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.

Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after December 1st, 1903, as the fignres are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands. Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue.

Handsomely illustrated 80-page catalogue (page size 7 in. x 10 in.) showing all the Presents exactly as they are, and with beautiful embossed cover lithographed in ten colors and gold, will be mailed to any address upon receipt of ten cents, or ten tags, or twenty cigar bands.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of **High-Grade Turkish & Egyptian Cigarettes.**
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited — Advances Made
Settlements Made on Day of Sale

JAMES PRANGLEY, Jr.,
First Class Stock Companies Only. **Fire Insurance** Insurance on Tobacco & Cigars a Specialty.
27 E. Orange St., Lancaster, Pa.

METAL EMBOSSED LABELS — METAL PRINTED LABELS — LITHOGRAPHING — EMBOSSING — SPECIAL DESIGNS — ENGRAVING
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561

Glycosine B EATS ALL
550 Times Sweeter than Sugar
Guaranteed Most Powerful, Agreeable, Cheapest & Best.
Write for Samples and Particulars.
Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.
F B *FRIES BROS.*
Manufacturing Chemists,
92 Reade Street, NEW YORK.

FOR SALE BY ALL DEALERS
VIRGINIA — PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect **PROTECTION** against **MOISTURE, HEAT** and **BREAKAGE.**
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

M. H. Clark & Bro — Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY.
Clarksville, Tenn.

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SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
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MANETO
114 N. 7th St. Philada. Gumpert Bros. Manufacturers.

PHILADELPHIA SMOKE VENTERLEIN BROS.' SABOROSO PHILADELPHIA CIGARS BOSTON

Oblinger Bros. & Co.
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"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
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The Best Possible Goods for the Least Possible Money.

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Makers of Red Seal, Uncle John, 5c. Standard and Fair Lillian.

Factories:
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"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
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Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

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TAHOMA
FIVE CENT
PENT BROTHERS, Manufacturers, PHILADELPHIA. CIGARS

Hannibal Hamlin
High Grade
Seed and Havana Cigar.
Celebrated Everywhere. None Better.

Different from all. Have you noticed it?
Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.
La Buta Cigar Co.
Makers,
YORK, PENNA.

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We beg to call YOUR attention to
Our Line of
SEED TOBACCOS
CONSISTING OF
1900 TABLED GEBHARTS
1901 Tabled Gebharts
1901 Tabled Zimmer Spanish
1901 Pennsylvania Broad Leaf
1901 Wisconsin Binders
THE BEST IN THE MARKET
A. COHN & CO.
142 Water Street, NEW YORK.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

HAVANA LEAF TOBACCO.

...FINE...

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TOBACCO.

CHOICE Manicaragua and LA UNICA SANTA CLARA TOBACCO.

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IMPORTERS,

222 PEARL STREET, NEW YORK.

PRINCIPE ALFONSO 193. HAVANA.

Established 1881 Incorporated 1902

THE TOBACCO WORLD

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Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

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GIVE THE BABY A NAME.

Register Your New Brands
WITH
The Tobacco World

Where they Will be Seen by the Entire Trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Sunday Cigar Selling.

ALTHOUGH the matter may reasonably be considered still in doubt, what has been made public recently concerning the Philadelphia Retail Cigar and Tobacco Dealers' Association leads to a belief that the directors intend that whatever can be done shall be done to put a stop to the persecutions under the Sunday-observance law.

Why wouldn't it be a good plan to go directly to the people who support the Sabbath Observance Association and put the facts plainly before them, telling them that practically no good, even in their eyes, has resulted from the thousands of arrests made since last Fall, except that possibly two or three stores out of seven thousand, more or less, have been made to close? One of the association agents when asked recently how many dealers had abandoned doing business on Sunday in the past nine or ten months named one readily, named a second with some hesitation and then apparently was unable to name any more, although he did add, "and several others."

Anybody who knows the principal features of the way so much business has been provided for Magistrate South's court knows the whole thing is a case of graft pure and simple. Three or four men get a good living out of it without doing much work. The very fact that the prosecutions for violations of the 1794 law on any one Sunday vary from a score to a hundred show that they know better than to spoil a good thing for themselves. They are simply making practically all the cigar dealers pay tribute to them. If they wanted to shut up any ten or twenty stores they could do so easily enough by filing complaints against the keepers of those stores week after week or filing several complaints against each for one Sunday. But they are too shrewd to do this. They want Sunday cigar selling to go on; for, if it should cease altogether, they would lose their jobs. So they are careful to regulate the number of arrests so that Sunday selling will not be stopped by anybody.

Apparently the number of arrests is determined in a measure by the amount of money the agents think they may need in the following week. They would like more golden eggs than they get, but they are afraid of killing the goose.

The people who furnish the funds of the Sunday Observance Association are largely kind-hearted good people, who think that anything done in the name of that association must be right, and who consequently put their philanthropic hands into their philanthropic pockets and haul out good coin to be given to the grafters who are the active representatives of the association.

If such people knew the facts of how the business is conducted, would they be satisfied that good use was made of their money? They don't know the facts; but why shouldn't they be told. On the principle of letting the right hand know what the left hand doeth, so that the right hand may be encouraged or shamed into doing likewise, all charitable organizations, and other organizations formed ostensibly for the purpose of doing good, publish annual reports containing a list of all who contribute funds. Such a list, published by the Sabbath Observance Association, is easily obtainable, and to send to each subscriber a circular letter telling how the grafters do their work would not involve much expense. The subscribers knowing the facts, the agents of the association might find plenty of occupation in trying to prove the truth to be untrue.

Not only might what is suggested above be done, but the Retail Cigar and Tobacco Dealers' Association might offer, in all sincerity, to co-operate with the Sabbath Observance Association in seeking a strict enforcement of the law, just as the Sunday Liquor Law is enforced. If there were such enforcement there would practically be just as many cigars sold in the course of the week, and all retailers would have to themselves one day in seven for rest and recreation. The police can be forced to enforce the law if there be sufficient public sentiment on the subject; and the Sabbath Observance Association's officials would certainly prove themselves insincere and inconsistent if they should fail to approve such a suggestion or fail to substantially aid in carrying it into execution.

In this connection, the subject of having all cigar dealers licensed, which was recently briefly discussed in The Tobacco World, comes to mind. To shut out of the trade barbers bootblacks, etc., a license fee need not be high; and, to have fear of loss of license act as a deterrent to Sunday selling, merely a nominal fee need be charged. Now a retailer knows that he runs no risk except that of a fine if he does business on Sunday, but if the penalty were that of being put out of business very few would take chances.

In whatever direction the energies and efforts of the Dealers' Association may be directed during the season now opening they should be directed in a definite and practical way. A great deal can be accomplished if the work of protecting the interests of the local trade is gone about in the right manner.

Reckless Reasoning.

SECRETARY OF AGRICULTURE WILSON has given out another interview, this time on the low price of tobacco. Recently he told a credulous country about the high price of cotton, which he ascribed to an iniquitous corner concocted by unscrupulous gamblers in New Orleans. High prices so obtained, the secretary insisted, would not really benefit the cotton farmer. He has quite another theory, it seems, about the low price of tobacco. "The trouble is," says the secretary, "the farmers grow too much tobacco, whereas they should rotate their crops." This latter is good enough advice but if tobacco is low because there is too much of it then why may not cotton be high because there is not enough of it? Or if the high price of cotton be attributable to a corner, may not the low price of tobacco be caused by a bear raid? The cotton speculators whom Mr. Wilson denounces are just as logically a trust, to all intents and purposes, as is the American Tobacco Company, and vice versa.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
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VUELTA ARRIBA
107 Arch St. PHILADA.

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IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in SEED LEAF
Importers of HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
IMPORTERS & PACKERS OF
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

THE EMPIRE LEAF TOBACCO COMPANY
Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra TOBACCO
S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN LEAF TOBACCO
HAVANA
301 & 303 NORTH 3rd ST.
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BENJ. LABE JACOB LABE SIDNEY LABE
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J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
21[illegible] N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

THE REALM OF THE RETAILERS

Simple Bookkeeping.

VICTOR ROBERTSON, a Chicago man, has written a very interesting paper on "A Simple System of Bookkeeping for Retail Merchants," which will be published in The Tobacco World in instalments from week to week. The first instalment follows:

Query: Why not help the retail merchants to supply their own individual requirements by practical suggestions, instead of furnishing a stereotyped form?

Do they need a new system of bookkeeping?

Do they not need more the benefits of new ideas and up-to-date methods, through which superfluous detail and unnecessary labor can be eliminated and old-fashioned and difficult methods reduced to a simple common-sense way of keeping track of their business?

Show them how to watch their Expenses, their Purchases, their Sales and their Profits; how to intelligently play to meet the maturing obligations out of their income and still use their credit wisely to its limitations, and how to do this with the tools they have.

Bookkeeping is simply putting down on paper what the merchant cannot carry in his head. There should be nothing complicated about it. If a man knows what he wants put down in writing, then he ought to understand it after it is put down. Good bookkeeping is simply correct copying, adding and subtracting of figures so placed that any mature person can understand what they mean.

Forms with detailed instructions and all kinds of red tape are expensive and difficult of comprehension. Everything should be plain and simple. The average merchant has good horse sense. Show him that good bookkeeping is so easy and so necessary to him that he will become interested in it. Show him that every man can and should know how to do his own bookkeeping, and that, if he can do it himself, he can show a boy or girl how to do it for him.

The supervision of every store should extend to the books.

The simplest is always the best method of expression. Why use a pen, penholder, ink and erasers, when a pencil with a rubber on the end will supply all demands better, cheaper, and with less labor.

Is there any good reason why a retail merchant should not keep his books in lead pencil? One of Chicago's largest wholesale houses does.

If pencil is used, then the books used can be of cheaper paper and correspondingly less expensive. Therefore, I think a retail merchant's books should be kept with a hard lead or indelible pencil.

It is easier, cleaner, takes less time, and makes the correction of errors quicker and easier. Ink is no safeguard against errors or dishonesty. A man can falsify and steal as easily through ink as through pencil.

Bookkeeping is only memoradum work, anyhow. Make it as simple and easy as possible. Don't waste profit in ink. It is the little leaks that eat up the profits. Unnecessary labor is a leak. Expensive paper in books is wasteful. I believe in cheap paper and pencils, bright boys or girls who can add and subtract, and good common-sense business judgment to tell them how to put the figures down so they will add up something to show the movement of the business.

It seems to me that the way a merchant has been keeping his books and the nature of his business necessarily governs any suggestion of change when there is room for improvement; for I believe that many merchants are good bookkeepers. My ideas of good bookkeeping are not intended to suggest a change of any established method, excepting in so far as it becomes necessary to bring to the foreground what seems to me to be the important features of bookkeeping, which I will classify as follows:

I.—Inventory.
II.—Cash.
III.—Merchandise purchases.
IV.—Expense of doing business.
V.—Sales.
VI.—Accounts receivable.
VII.—Accounts payable.
VIII.—Profit or loss of doing business.
IX.—Monthly statement.

(Continued next week.)

* * *

Which Side Are You On?

This is a question asked by a leading Western journal in calling attention to its special brand of publicity. It is very pertinent, because most of us from early youth to the end of our lives spend considerable time choosing sides. The choice which should most concern every progressive merchant is getting on the street side where the most trade is likely to reach him. Buyers at retail choose the bright spots in any thoroughfare, under the natural impression that something attractive must be there to warrant the display.

Two Ways.

There are two ways to create business; one is to give novelties, presents and a general line of gifts which cost little and make friends; the other is to enlarge on the economy and advantage of trading where these things are not provided and where the stock is as good as it can be, and the worth of all goes into the stock rather than taking part of the profits from each purchase to pay for the gifts distributed. People are all reasonable and they are all human. They like to get their money's worth and they like to know that the merchant is dealing fairly with them as well as to feel that he thinks enough of them to give presents. There are arguments on both sides of the question, and the value of each plan is more or less governed by the local conditions. No man may feel he can take a given position and hold it without regard to the people who do the buying. No man need expect to hold all the buyers by merely making a strong appeal along a given line. If the stock is made to argue the case of the merchant there will be no doubt of some people being interested in the argument. But all the people will not appreciate the saving the merchant makes by not giving gifts, or the advantage to the customer where the full worth is put into the goods rather than into novelties to give away. The points in each plan are conspicuous, and the merchant must consider both sides of the proposition before attempting to decide the matter.

* * *

Don't Assert Too Much.

It is better to claim too little than too much. "The greatest sale on record" or "The cheapest on earth for the money," and similar extravagant claims, might better be left out of an advertisement, for no one is simple enough to believe them. They also tend to throw discredit upon the more moderate assertions of the advertiser.

* * *

On Your Side of the Street.

Did you ever notice persons going down the street looking for a certain place? They look in every window, in every doorway, and up at the front of the building for the sign, or rather the name of the store. If your name appears at the base of the windows, on the columns and the top of the outside cases, and occasionally in the windows on cards and tickets—well and good. But if it is away up flat against the building, so that one must go across the street to read it—why just leave it there, but also let the people on your side of the street know where you are.

* * *

Show Card Suggestions.

Bright and right.
Chances for you.
Selling stimulated.
Come again cigars.
Equal to your ideas.
Five-cent excellence.
Things that sell well.
Everyone likes them.
Just in and just right.
Rarest and worthiest.
The standard articles.
Right from the maker.
The economist's friend.
To-day is the best day.
Prices that make sales.
Stocked with good ones.
Good enough for anyone.
Suited to your best ideas.
A cigar full of excellence.
Up to the best standard.
We want your inspection.
Full value for your cash.
Where we appeal to each.
Where the worth comes in.
Never their like at the price.
Large values at small prices.
We're waiting to wait on you.
A price that makes business.
Your choice of these good ones.
Many others, but few as good.
See them, smell them, buy them.
Come and see the whole store.
Our customers like our stock.
Many speak of our good things.
We bought to suit our friends.
You'll understand when you try them.
Goods that make friends for our store.

* * *

Partnership and Marriage.

Happy is the man who has both money and intelligence enough to run his business without a partner.

Partners are all right if you get the right one, but they're infernally uncomfortable to have around if you get the wrong one.

A great many business men do get the wrong one. "If I had a dollar for every time I've had a man complain to me of his partner," said a traveling man recently, "I wouldn't be hitting the road for a living; I can tell you that."

An unhappy partnership is almost as bad as an unhappy marriage. The only advantage it has is that it's a little easier to get out of. You can't get a divorce without cause, while you can get a divorce from an uncongenial partner without any cause.

* * *

—The discovery of two new national bank counterfeits is announced—a $10 note on the People's National Bank of Roxbury, Mass., and a $5 note on the Waltham National Bank of Waltham, Mass.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

Capacity, One Million per Week.

Correspondence with the Jobbing Trade solicited.

The Best Union-Made Five-Cent Cigar in the Market.

Union-Made
All Sizes

Union-Made
All Sizes

M. Steppacher, Reading, Pa.

BUILDING UP.

Among the recent visitors to the office of The Tobacco World was M. G. Evans, representing B. F. Newswanger, cigar manufacturer, of Lancaster. Mr. E. informs us that their trade is being extended nicely, and that orders are now being booked for later delivery. Their efforts are directed mostly to five and ten-cent goods; among the former the Senator Quay is a strong leader. Their force of cigarmakers is also being increased.

Reading's New Factory.

Fidler & Co. Equipped for Five Million Cigars a Year.

Reading, Pa., Sept. 19, 1903.

The new cigar factory of H. F. Fidler & Co., at the corner of Main street and Yost alley, Womelsdorf, Berks county, having been completed, the firm held an opening and reception for their employes nd friends. Open house was held all day. On long tables in the shipping room an excellent lunch was served. There were complimentary addresses to the firm, several recitations and a general jollification, interspersed with music. Those present at the reception included: Louis Leopold, Jack Kinney, Billy Levison and John W. Ramsay, New York; H. E. Spannuth and Prof. Robert Tempert, Phila.; Joe Bimberg, Elmira; A. Welsh, Hazelton; S. V. Nagle, president of the Miller Pine Rye Diss. Co., Ryland; John H. Miller and John See, Wernersville; John M. Shonour, president of bank; W. W. Oberly, postmaster; Wm. Shaffner, cigar manufacturer; Samuel Illig, G. W. Lengel, Hunk Meyers, Dr. Dundore, Dr. Hamaker, Dr. Sanders, James Leonard, Brooklin Hotel; Adam Klee, A. M. Lengle, contractor and builder; Wm. Hess, all of Womelsdorf, and many others. W. W. Eberly, Bartley Oberly, V. S. Hainly, Isaac Rabold, Thos. Gerhart. Prof. C. M. Petree, Joe Wise, P. N. Raudenbush, Daniel Ruth, Monroe Grimes, Paul Engle, Fred Schenk, Harry Gerhart, John Brandt, John Burkhart, Pierce Karsnets, James Wenrich, C. K. Matthew, H. R. Oberly, Charles Matthew, John Garman, Harry Noll, Wm. Kantner, Fred. Eberly, Paul German, Rufus Bright, L. R. Ranck, John Rhine, Frank Petree, Harry Batdorf, Hiram Dehart, Wm. Sallada, F. Hunsicker, Charles VonNeida, George Stout, John Leininger, and twenty young ladies from the packing and shipping department.

The structure is of brick, 30 feet front, 75 feet deep, and three and a half stories in height. It was erected by Contractor Adam M. Lengle. There are five floors, aggregating 13,000 square feet. The basement, with cement floor, is used for storage of leaf tobacco, and for casing and preparing the same. Main floor—offices and receiving room in front, and shipping rooms in back part. The second floor is entirely for the manufacture of cigars, with benches for 112 men. The third floor is for the packing of cigars and the storing of packed goods. The fourth floor is for drying and preparing tobacco. The building is well lighted and ventilated, and has an elevator. The factory is one of the best-equipped in the county, having all of the latest improvements. The firm is composed of John I., Harry I., and Edgar G. Fidler. At present they have 75 men at work. The capacity of the factory is 5,000,000 cigars a year.

The Lyons Cigar Company's factory, at Lyons, Berks county, has been changed to a union shop. About 50 hands are employed. J. G. Haring & Co. operate the factory.

J. S. Keller, cigar manufacturer, has returned from a business trip through the western part of the State, with orders for more than 50,000 of his leading brands. He has placed several additional hands at work.

G. H. Bedden, who conducted a wholesale and retail cigar store and pool room at 929 Penn street, has retired from business and disposed of his stock at a sacrifice to different buyers.

Samuel Dibert, of the Industrial Cigar Co., reports trade good, and is employing a full force of hands on fall orders. He says that the demand for high grade cigars is greater than ever before.

Henry Hammel, pharmacist, at McKnight and Oley streets, has added a full line of cigars and tobacco to his stock.

J. E. Bretz, manager of a large wholesale tobacco house in Chicago, Ill., which handles most of the output of several of the smaller cigar factories here, was in Reading last week.

PATENTS RELATING to TOBACCO, Etc.

739,101 Tobacco pipe; Daniel B. McAllister, South Boston, Mass.

739,273 Combined match box holder and safe; Charles F. Paige and S. H. Ullrich, Colorado Springs, Col.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

BOLTED CIGAR BOARDS
MANUFACTURED BY
L. L. BEDORTHA
WINDSOR, CONN

BREMER BROS. & BOEHM
Announce that they
Have Bought the Entire
Leaf Tobacco Business
OF
JOHN A. HAIN & CO.
Fifth and Washington Streets,
Reading, Pa.
and will be open for business on October 1st, 1903,
WITH A
LARGELY INCREASED STOCK
as a Branch of their Philadelphia House.

BREMER BROS. & BOEHM
IMPORTERS, PACKERS and DEALERS in
LEAF TOBACCO
119 North Third St. 5th & Washington Sts.
PHILADELPHIA. READING.
GEO. W. BREMER, Jr. WALTER T. BREMER. OSCAR G. BOEHM.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

GEORGE W. BREMER, JR. WALTER I. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM, IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO
No. 119 North Third Street, PHILADELPHIA.

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Retail Department is strictly up to date.

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

J. L. & M. F. GREENE, PACKERS OF LEAF TOBACCO
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
TELEPHONE WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Importers of Sumatra Tobacco
Cable Address: "HIRSCH"
Joseph Hirsch & Son
4, 2. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

LA FISSEL CIGAR CO.
MANUFACTURERS OF
Fine Union-made Cigars
EAST BERLIN, PA.
Correspondence with Wholesale and Jobbing Trade solicited.

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF
L. P. Kimmig & Co. Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

BUSY DAYS IN THE HAVANA LEAF MARKET.

Important Additions to the League of Independent Cigar Manufacturers, and Another One Very Probable.

HAVANA, Sept. 14, 1903.

As predicted in the Tobacco World's last weekly review of the Havana market the past eight days have shown that the demand, far from having subsided, has greatly increased. The sales show almost a doubling of the number of bales traded in, and as figures speak louder than any comments it is hardly necessary to make any further remarks upon the market situation, except that the prices apparently have not reached top figures yet, and that the tendency is still a rising one. Vuelta Abajo and also Partido factory vegas are not exhausted, but a big hole has been made in the supply and should the present demand keep up the first hands may have sold out by the end of October. While the cream of the 1903 crop has passed into second or manufacturers' hands, it is a fact that there is very little really poor tobacco in this year's growth; so the late comers may still hope to find some fine vegas. The heavy part of Vuelta Abajo is a good deal milder than last year's, but cures very readily and perhaps can be worked as early as the coming winter. Some old Vuelta Abajo has been sold for mixing purposes. Old Remedios is in good demand, but as the first hands are nearly sold out, excepting three or four houses, the stocks in the second hands will have a fair chance to come into play at higher figures. The new Remedios is in demand for Europe and Tampa and Key West. The medium-heavy quality that has come to market so far looks and smokes well, but there is lacking the powerful penetrating taste, which usually makes this leaf so desirable for mixing purposes. The quantity, judging by the receipts, cannot average over 5 to 10 per cent. at the outside in first and second capaduras, and, as the crop is small, it is estimated to yield only from 5000 to 7500 bales.

Total sales were 11,600 bales, 6800 bales Vuelta Abajo, 2500 Partido, and 2300 Remedios, the last named being chiefly new gods. Distribution was 8100 for the United States market, 2000 for local consumption, and 1500 bales export to Europe.

BUYERS COME AND GO.

Arrivals—R. A. Bachia, of R. A. Bachia & Co., New York; Avelino Pazos, of A. Pazos & Co., New York and Avelino, Pazos-Havana; G. Balbin, of Balbin Bros., New York; August Biddeman, of A. Biddeman, Brooklyn, N. Y.; S. Rodriguez and Manuel Rodriguez, of Salvador Rodriguez, New York and Tampa; E. Ortiz, of Amo Ortiz & Co., Tampa and New York; S. Wedeles, of S. Wedeles, Chicago.

Departures—M. Schwartz, for New York; M. Cane, for New York; R. A. Bachia, for New York; Aug. Biddeman, for Brooklyn, New York.

CIGAR MANUFACTURERS.

Havana cigar manufacturers are working steadily ahead and orders are coming in increased volume. The owners of independent factories are noting particularly that the public is on their side, while it is stated that most of the other factories are working only half capacity. Owing to the tactics employed by the Trust, business has been disturbed more or less across the water, and it may take time before the demand, crippled by hard times besides, becomes normal again. Exports per S. S. "Morro Castle" were 3,728,740 cigars. H. Upmann & Co. are running with full steam. Behrens & Co. have received larger orders by cable, upon sample shipments made of the new crop cigars. They could do more, but are willing to wait. In the meantime their newly registered brand "Anti-Trust," representing Hercules killing the Hydra, with label printed in fourteen colors, is a very striking and catchy one. Success for this brand is unquestionable, as the Sol factory is bound to make it equal to their leader in quality and workmanship.

Rabell Costa, Vales & Co. are way behind the demands on them. Enrique, Dorado & Co. have received some very flattering orders. Romeo y Julieta feel the effects of Don Pepin's trip to Europe; he left London on the 12th inst., homeward bound. Everybody predicts a bright future for the enterprising firm of Rodriguez, Arguelles & Co.

On September 8th cigar factories as follows joined the League of Independent Cigar Manufacturers, pledging themselves not to sell or rent their factories for the next five years: "Romeo y Julieta," "High Life," "La Capitana," "La Granadina," "El Rico Habana," and "Mapi Mundi." Calixto Lopez & Co. have stated that they were willing to sign an agreement for fifty years not to sell or rent their factory; so it may be that a way is found for them to join the league. They say that their disposition towards the League is friendly and that they are as bitterly opposed to the Trust as any of the other independant

ESTABLISHED 1844
H. UPMANN & Co.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
FABRICA DE TABACOS
AMAT VICTORIA CURAM
LUIS MARX HABANA
Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.
MAKE
Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG,"
New York.
Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba.**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, **Havana, Cuba.**
P. O. Box 397. Cable: HIMML.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 **HABANA**

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

E. A. KRAUSSMAN
Importer of ***HAVANA TOBACCO***
170 Water Street, NEW YORK

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., **HAVANA, CUBA.** P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

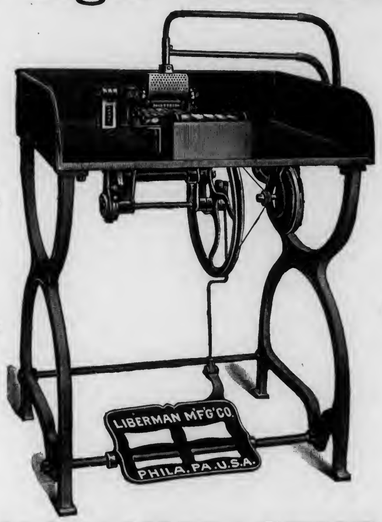
AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
☞SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.☜
P. O. Box 298. Cable Address, "Aixalaco."

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. *NEW YORK*

READY FOR THE MARKET

Liberman's Cigar Branding Machine



All Defects of Others Avoided

Many New and Valuable Features

Capacity Practically Unlimited

Construction Simple and Durable

Work Uniform

Brand Neat and Distinct

No Annoyance from Lampblack

Complete Set of Type With Each Machine

Intensity of Heat Regulated by an Ingenious Blast Device, Securing Very Legible Lettering on the Cigar

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223--5--7 South Fifth Street, PHILADELPHIA, PA.

manufacturers. They know that they can fight the Trust single-handed, but admit that there is strength in union.

BUYING AND SELLING.

H. Upmann & Co. bought 2500 bales of the finest Vuelta Abajo tierrallana vegas, partly for their factory; other kinds partly for Europe and partly for their United States friends upon a commission basis. They shipped 800,000 cigars this week.

Sobrinos de A. Gonzalez were extremely busy with numerous customers; so it is no wonder their sales footed up to 1500 bales of Vuelta Abajo, Partido and Remedios.

H. Anton Bock made additional purchases before leaving last week; therefore the total this time runs up to 1100 bales, part of which is destined for the new Tampa factory of "Caro & Co., in which Don Antonio has become interested.

Aixala & Co. made some good sales of 800 bales Vuelta Abajo and 300 Partido from their own escojidas. Don Jose Aixala says, "Yes, I am selling enough, but the profits are insignificent, as I had to pay dear for the tobacco in bundles."

Ricardo Bachia, of R. A. Bachia & Co., laid in as fine a stock of 600 bales Vuelta Abajo, lowland tobacco only, as could have been found here, in order to capture the good-will of the public from the start with the most aromatic cigars, to be made by his new factory in New York.

G. Salmon y Hnos sold and shipped 800 bales of their choice Remedios and Vuelta Abajo holdings.

M. Schwartz purchased 300 bales of the best Vuelta Abajo stock for his factory in New York.

Garcia & Co. were big sellers, and it is said that they must have closed out 2000 bales of Vuelta Abajo, Partido and Remedios.

Aug. Biddeman made a hurried trip but had no trouble to find what he wanted, buying 350 bales of Vuelta Abajo, and some extra choice old Remedios leaf.

Muniz Herms & Co. were heard from to the tune of 150 bales of Vuelta Abajo and 30 bales of old and new Remedios.

Sutter Bros. have their hands full in supplying the wants of half a dozen friends of theirs. Don Jose, Mendelsohn and D. Marco Pollack know how to handle both goods and customers; so all leave highly satisfied.

Jorge y P. Castaneda turned over 400 bales of Vuelta Abajo and Partido to their Northern friends.

M. Cane picked out about 300 bales of choice Vuelta Abajo, tierra llano vegas to supply his factory.

Bruno Diaz & Co. disposed of 300 bales of Vuelta Abajo to several friends of theirs last week.

The Loeb Nunez Havana Co. are doing a steady business in shipping goods to the United States and also to Europe.

Avelino Pazos has since his return here done some hustling, and besides selling 250 bales of Vuelta Abajo he has now an extra fine escojida of Tumbadero leaf in San Antonio de los Banos,

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars

Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA }
Capacity 50,000 per Day. Prompt Shipments Guaranteed.

BON TON CIGAR CO.

Manufacturers of the
El Dorado de Habana CIGAR
Reading, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

KAUFFMAN BROS.
Manufacturers of
High-Grade Nickel Cigars
LANCASTER, PA.
CROOKED TRAVELER—A Cigar of Special Value
PRINCE VICTOR—A Five-Cent Leader
Correspondence with the Wholesale and Jobbing Trade Invited.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of Finest Havana Cigars EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES: *Kerbs, Wertheim & Schiffer, Hirschhorn, Mack & Co. Straiton & Storm, Lichtenstein Bros. Co.*

1014-1020 Second Ave., NEW YORK.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.; Labor King, 5c.; K. B., 10c.

READING, PA.

GEO. W. WERT & CO.

MANUFACTURERS OF

High Grade Union-Made Cigars

No. 14 North George St. York, Pa.

UNION PLANTER 5-cent Cigar is Our Leader.

TEXAS TOBACCO TRACTS

"Millions for Farmers"

So Says Secretary Wilson, U. S. Dep't of Agriculture

Exhaustive tests prove that the finest grade of... CUBAN LEAF Filler and Wrapper can be grown in East Texas on line of the SOUTHERN PACIFIC

Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.

Write for Full Information to....

T. J. ANDERSON, General Passenger Agent, Houston, Tex.

which may amount to 800 bales in all.

Sobrinos de V. Diaz closed out 200 bales of all kinds of leaf.

Leonard Friedman & Co. disposed of four vegas of their select tierra llana Vuelta Abajo packings, some two hundred and fifty odd bales, to city factories and northern buyers.

Rabell Costa & Co. sold 100 bales of a Vuelta Abajo factory vega to a local manufacturer.

Leslie Pantin executed orders for his friends by buying from 300 to 400 bales of Vuelta Abajo this week.

A. U. Calzada & Co are doing a good business buying in the country. They sold 250 bales lately.

Receipts of Tobacco from the Country,

	Week Ending Sept. 12. Bales	Since Jan. 1. Bales
Vuelta Abajo	4,075	139,520
Semi Vuelta	500	5,297
Partido	1,717	38,822
S. Clara & Remedios	1,565	54,067
Santiago de Cuba	219	3,010
Matanzas	—	127
Total	8,076	240,843

"Nothin' Doin'" in 'Frisco

That is, Business is Very Dull for this Time of Year.

Bureau of The Tobacco World,
230 California St.
San Francisco, Sept. 15, 1903.

The cigar and tobacco business in San Francisco is not what it might be, nor is it as good now as it was at the same time last year. There is no one who reports that it is any more than fair. The two holidays of last week, Labor Day and Admission Day, broke into the routine of work to some extent, but trade is naturally quiet. The wholesalers expect it to be several weeks before there is much activity. Throughout the country dealers seem to be well stocked, and offer that as practically the only excuse for not buying now.

Herman Moss, of the Banner Company, Lancaster, Pa., has returned from his European trip and is now on the Coast working up business for his house. Mr. Moss is to be married in the near future to one of San Francisco's belles, Miss Schweitzer, daughter of Ben Schweitzer, a retired capitalist.

Emil Judell, of H. L. Judell & Co., has returned from a fairly good trip—as good as could be expected at the time—in the Northern sections.

S. Miller, of S. Miller & Co., has been forced to leave his business for a short time on account of illness. L. Bronston, traveling man for the company, is at present making a visit to his home in Kansas. He will return next week. A number of alterations have been made on the front of the new company's store on Montgomery street, the retail department being moved further into the rear.

The organized body of San Francisco cigar and tobacco dealers met last week for the election of officers. The organization is to be representative of the entire trade in San Francisco, and the board of directors consists of nine retailers, two cigar brokers, two city salesmen, two cigar manufacturers, two leaf dealers and one cigarette manufacturer. An advisory board of fifteen similarly distributed has been appointed, ten by the president and five by the vice president. Charley Tomson has been elected president and S. B. Korn secretary. About forty-five dealers attended the meeting, and they are all very conservative men, not given to merely stirring up excitement. It is believed that it will not be long before the membership reaches 1000 or 1500, and the careful foundation which is being laid is deemed to be for the best.

Ehrman Bros. & Co. will have a new man, Harry Welch, for their territory including Arizona and vicinity. He has traveled for local houses.

The L. & C. Cigar Company have found the trade in the city to be especially active for their new Union 5-cent brand. The city trade, which has been very quiet, now seems to be better than trade from the country.

George Weider, a cigar manufacturer of Woodland, Cal., made a visit to his friends among the leaf dealers last week and made a few purchases.

A representative of Ferdinand Hirsch & Co. is now in the city in the interests of the El Telegrafo Cigar. He is making his headquarters with Goldberg, Bowen & Co., the local distributors.

Ed. Gillan, manager for A. Coolot & Co., was struck by a Market street car one day last week. His injuries are not serious, consisting only of bruises.

C. J. Roag, a cigar manufacturer of Bakersfield, Cal., spent a few days last week in San Francisco.

C. B. Farleman, a cigar and confectionery dealer of Portland, Ore., was killed in the accident which wrecked the Elks' excursion train from Portland to Olympia a couple of weeks ago.

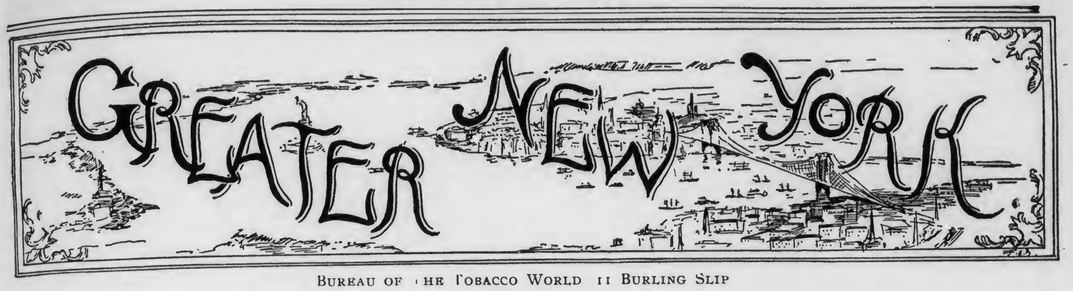
Domingo J. Garcia, representing "La Perla," one of the biggest wholesale cigar factories of Vera Cruz and Jalapa, is at present in Mogales, Ariz., taking orders for his house.

Bert Harris, a popular cigar drummer of Los Angeles, Cal., is at present in Prescott, Ariz., visiting the trade in that city.

A large fire took place in Visalia on September 4 and caused a great deal of damage to the business portion of the town. The fire originated in the cigar and tobacco store of Mr. Shiffert, on Main street, between Church and Garden. The loss in this store is estimated at $3500. Mr. Shiffert had but recently received a complete new stock of tobaccos and cigars, which were insured for $1450.

M. Solomon, a cigar manufacturer of Albuquerque, New Mexico, is preparing to open a cigar factory on North First street, in that city.

J. H. Murphy, the popular cigar dealer in Bakersfield, Cal., has moved his store to the Majestic restaurant.



BUREAU OF THE TOBACCO WORLD 11 BURLING SLIP

Perhaps the best proof of the unusually healthy condition of trade in this city at the beginning of the Fall season this year is the absence of all grumbling. People are busy and contented. There is no boom, and yet everything is energetically on the move. There are no failures and no rumors of failures to come. Neither does one hear as much talk of the competition of the great corporations as was heard at this time last year. These corporations appear to be minding their own business and the example they have set is being virtuously followed by everyone else. The result is a larger and more widely diffused amount of happiness than went the rounds last year.

The great corporations which are engaged in the manufacture of cigars are no longer dreaded as they were a twelvemonth ago. Their smaller competitors now gauge these corporations correctly and no longer spend their own valuable time either in denouncing them or speculating about what their next move will be.

***

The first of the Fall series of Sumatra inscriptions took place at Amsterdam on September 18. Out of a total offering of some 17,000 bales the Americans took about 1,100 at prices which are reported to have been very high.

The New York buyers were:

E. Rosenwald & Bro. who secured a selection of their favorite Deli My. H's.

A. Cohn & Co. purchased 234 bales L P C Padang Brahrang.

G. Falk & Bro. bought 147 bales of various marks.

Jos. Hirsch & Son purchased 186 bales first and second lengths, of various marks.

Lichtenstein Bros. secured 75 bales of different marks.

S. Rossin & Sons bought 50 bales.

Hinsdale Smith & Co. purchased 25 bales of various marks the day before the inscription.

***

Carl Upmann's well known traveler, John C. C. Fletcher, returned on September 16 from a ten weeks' vacation at Rockport, Mass., and left on September 21 for a visit to his Southern trade. Upmann's brands of cigars are household words, particularly in Texas, and Mr. Fletcher's visits to that territory are occasions of veritable joy to cigar smokers all over the big Lone Star State.

***

John Jacobs has retired from membership in the clear Havana cigar manufacturing firm of Leopold Powell & Co., of this city and Tampa, his interests having been purchased by his partners, Leopold Powell and William J. Hazlewood, who will continue the business under the old firm name.

***

Fred Davis, of Samuel I. Davis y Ca., said last week that it looked, from the way the senior member of the firm, who is now in Cuba, has been drawing on him for funds, as if he was bent upon cornering the entire Havana market.

***

John W. Merriam has left for a visit to the trade in the West in the interest of the Roycroft Segar Shop, the Ruy Lopez Ca. and the Onarga Sigaret Co.

***

Robert E. Lane, Thomas J. Donigan and Sidney J. Freeman left for Chicago on September 19 for the purpose of attending the meeting in that city of the directors of the Cigar Dealers' Association of America.

***

A good old Philadelphian, a member of the Society of Friends, strolled over to Third avenue and Fourteenth street from the Society's meeting house at Fifteenth street and Stuyvesant Place the other evening. When he reached the corner of Fourteenth street he was seen to throw up his hands in horror. He explored the wicked town no further but fled back to the meeting-house and spent the rest of the night in prayer. That which had shocked the good Quaker was simply this: On the south side of Fourteenth street is a cigar store with an electric sign before it spelling the word Smoke and directly opposite, over one of the entrances to the old Academy of Music, is another electric sign which spells the word Drink and which merely notifies the public that Charles Warner, the English actor, is appearing in a play of that name there, but to the old Quaker the signs seemed to hold out to every man an evil invitation to smoke and drink, and that he couldn't stand.

***

Cigar salesmen who can sell cigars are in greater demand in this city than ever and the right man may be sure not only of a job but of a rousing good income as well. There is not a large factory in New York which would not welcome such a salesman. Unfortunately the right men are few in number. New York city is not the hard field for cigar salesmen that it is sometimes represented to be. It is, on the contrary, a most excellent field. There are hundreds of well conducted saloons, each with an equally well conducted cigar department annex, where it is not necessary that the salesman shall drink himself to death in order to sell a bill of goods or to collect his account when it is due. There are besides, on Manhattan Island alone, fully one thousand prosperous retail cigar stores which handle cigars not manufactured on the premises and whose proprietors pay their bills promptly. A few of the best known of the New York retailers are drummed to death by cigar salesmen each of whom receives a courteous hearing but very seldom an order, and this despite the fact that some of the salesmen offer most extraordinary inducements to the coveted customer. This is because these same desirable customers have learned that it is wisest to stick to the manufacturers whose brands are trustworthy. If ambitious salesmen would but relinquish this field and devote their energies to other retailers not perhaps so well known as the crackerjacks of Broadway and Wall street, but also desirable as customers, they would achieve notable successes. The trouble with most of the "boys" who are asked to drum the city trade is that they get discouraged before they have fairly begun. Cigars are as staple an article of merchandise as flour is and yet the millers have no trouble in getting all the city salesmen they want to drum the hundreds of bakeries which make bread for hungry New York. The rewards of successful salesmanship in the cigar line are very much greater than they are in the flour market and if only the cigar men would keep this fact before their eyes manufacturers would not complain so much of a lack of salesmen as they do at present.

***

Matt Berriman, of Berriman Bros., took a very enjoyable automobile ride to Albany and back during the early part of the current month.

***

Milton Cohn, of J. Cohn & Co., who has been in Colorado for the past two years, has returned, the picture of health.

Cigars at St. Louis Fair.

The Ninth Pennsylvania District to Have the Factory Exhibit.

T. K. Bruner, superintendent of the St. Louis Exposition, was in York, September 15, to arrange with J. Stanley Winget for space for the exhibit of the cigar industry of the Ninth District at the Exposition. Mr. Bruner, with Mr. Winget, met a number of representative cigar manufacturers and outlined the plan and design of the exhibit. His description of the proposed exhibit greatly interested the manufacturers present, and an exhibit is assured.

The plan originally proposed by Mr. Winget had to be modified, as the amount of space which it required is not available. All the exhibitors will be obliged to place their samples in the general cigar exhibit, and there will not be a separate exhibit of the Ninth District product. Each exhibitor will compete for gold, silver and bronze medals, which will be awarded to the manufacturers having the best exhibits.

One valuable concession secured by Mr. Winget for the Ninth District is that the district has been chosen to demonstrate the process of manufacture and the production of the cigar from the leaf. About 2,000 feet of floor space has been secured for this purpose.

Permission has been obtained to work two shifts of men, one to work in the morning and the other in the afternoon, and in this manner the men will be afforded an opportunity to see the Exposition. Free passes will be issued to the grounds, and after working five or six weeks a man can return home and send a friend in his stead. Thus three to five hundred cigarmakers will be able to work their way to the Exposition and obtain new ideas of the industry in which they are engaged. A boarding house will be provided for the employes, where no extortionate prices will be charged for meals and lodging,

From a conservative estimate of the

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Vlaardingen.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA

HAVANA TOBACCO COMPANY
111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Yncian	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguedad
La Flor de Naves	El Aguila de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murias
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estella	J. S. Murias y Ca.
	H. de Cabanas y Carbajal.	

L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

LEOPOLD SCHMID FRANK LANGE

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
EMOS SMITH

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

E.J. SCHOENER. CABLE ADDRESS "TACHUELA" I.M. JACOBY
E. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

Sutter Bros.
INCORPORATED
NEW YORK CHICAGO ST. LOUIS HAVANA

2381 Cases
1902 Crop
Connecticut
Broad Leaf
South Windsor
Tobacco
Only.

3896 Cases
Connecticut
Havana Seed
Crop ... 1902
Samples ready for
Inspection.

quantity of cigars that can be manufactured in the exhibition factory, it was learned that 15,000 cigars can be produced daily, which when retailed will net a handsome profit.

It is also proposed by the company to put up cigars in souvenir packages, to be sold to people as mementoes of their visit to the Exposition.—York Dispatch.

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

THE FIRM OF LEOPOLD POWELL & CO., composed of the undersigned, has this day been dissolved by mutual consent

Messrs. Leopold Powell and William J. Hazlewood, who will continue the business under the same firm name, have assumed all debts and obligations of the dissolved firm and all outstanding accounts of the dissolved firm have been transferred to and are payable to them.

LEOPOLD POWELL,
WILLIAM I. HAZLEWOOD,
JOHN JACOBS.

New York, September 15, 1903. 9-23-1t

FOR SALE—The finest located Cigar Store in Cumberland, Md., doing a nice cash business—15,000—usually cash sales; established 20 years: stock in trade, 250,000. Address J. W. KUHN, 74 Baltimore St., Cumberland, Md. 9-16 1m

WANTED.—We have a cigar manufacturer who wishes to make a contract with some reliable firm for ten or twenty thousand scrap cigars daily. For particulars, address WINGET MACHINE CO., York, Pa. 9-2-4t

CIGAR SALESMAN wanted for city on Established Brands; must have good reference. Address, SALESMAN, Box 27, care of The Tobacco World, Philadelphia

LARGE HANDLER of Penn. goods desires line of cigars at $8 per M. 2-case lotsand upwards. Spot cash. Address Box 28, care of The Tobacco World, Phila.

Wisconsin Satisfaction.

The Crop There Much Better than that of Last Year—Losses by Fire.

Milwaukee Office of The Tobacco World,
Room 19, Miller Block.
Milwaukee, Wis., Sept. 19.

There has been a revival of the retail trade with the coming of cooler weather and at every store at which the "Tobacco World" correspondent has recently called better business than for many months past has been reported.

The Florodora Tag Company is now making a big window display at its headquarters, 432 Jefferson street. The Continental cigar is being featured.

Tobacco interests at Stoughton, Wis., suffered a severe loss by fire on Tuesday night, the large ironclad tobacco warehouse of Levi Kittilsen, together with it contents being destroyed, the damage being estimated at $75,000. The warehouse was valued at $4000, and insured for $2500. Mr. Kittilsen lost 650 cases of 1901 and 1902 tobacco, valued at $20,000, with insurance of only $1500, also 400 sacks of flour on which there was no insurance. Lichtenstein Bros., of New York, lost 1500 cases of tobacco, valued at $45,000, which was insured in Eastern companies. Green Bros., of Stoughton, lost 200 cases, valued at $6000, and insured for $4000. There was no wind at the time of the fire, otherwise adjoining warehouses would also have been destroyed. The origin of the fire is unknown.

R. W. Ziebell, a cigar manufacturer at Hartford, Wis., has sold his business to H. H. Fetter, of Fond du Lac, who will take possession immediately. Mr. Fetter worked at the trade for a number of years and was formerly head man for Kretlow & Goodnetter, the Fond du Lac manufacturers.

The Wausau Branch, No. 482, of the Cigarmakers' Union, is on a strike as a result of differences with a few of the cigar manufacturers. The local was organized last week, and a few days later drew up a schedule of prices and handed the same to the employers, who refused to sign it. Then the men walked out. Some thirty cigarmakers are involved.

The Castle Rock crop is harvested and is a big increase over last year's crop. At Footville the crop is excellent and buyers are paying about 9 cents. Deerfield reports a crop much better than that of a year ago, the damage being about five per cent.

York Strike Succeeds.

Cigaamakers Receive Three Cents More per Hundred.

York, Pa., Sept. 21, 1903.

The unprecedented call for York County cigars, and the consequent demand by manufacturers here for more labor, as well as more diligent labor, by those who are now employed—a diligence which would result profitably alike to employes and employer—has proven too much "pie" for the cigarmakers, resulting at Windsor in a general strike at the large factory of George W. Gable, when their demands for an increase of three cents per hundred cigars was refused. This means $3 per case, and when profits are figured closely by the case it is a serious problem for the manufacturers, as the increase, which was finally acceeded to, will mean a raise in wages affecting every manufacturer in the town. A pledge by the manufacturers to make a decided stand and refuse the demands of the workmen was broken after being recognized but a few hours.

Ben Able, of the firm of Hostetter & Able, leaf tobacco dealers here, narrowly escaped a serious accident while driving last week with his family. The horse became frightened at an automobile and in his endeavor to pacify the animal Mr. Gable was dragged about. The carriage was partially wrecked.

A Munchel, who conducts the cigar store at the corner of Market and Water streets, is having the front remodeled as well as portions of the interior. This is a central location and heretofore has been well patronized by good trade. When the improvements contemplated are finished the store will be equal in general appearance to any in the city.

Contractors have commenced work upon a new building to be occupied by J. K. Pfaltzgraff & Co. The new building will be 40x60, three stories high, and supplied with the latest appliances and conveniences for the manufacture of cigars. The above firm are the makers of the "Kentucky Cardinal," "1303" and "Chief Baron."

S. Solomon, leaf broker in New York City, visited York, for the first time, last week and was favorably impressed with this section's trade possibilities. Mr. Solomon was accompanied by his wife, and will sojourn at Atlantic City for several days before his return to New York.

R. M. Granat has returned from a business trip to Lancaster county and Reading.

Rabell, Costa & Company,

TOBACCO DEALERS

Our Specialties:

Vuelta Abajo and Santa Clara

Manrique 199,

Cable Address: RABELL.
Post Office Box, 117.

HAVANA, CUBA.

PHILADELPHIA

LEGALITY OF COURT SUMMONS.

Of the hundreds of cigar dealers who have been brought before Magistrate South for Sunday selling since last Fall not one per cent. has been obliged to come. Still had they neglected the notices served upon them, they would have been subjected to vigorous and effective measures to secure their presence in the hearing-room. Having no disposition to subject them to the needless inconvenience and the mortification of being actually placed under arrest, Magistrate South has followed the practice of merely serving notices, disobedience of which would incur no direct penalty, although it would be followed by serving of a warrant and compulsory attendance. The form of notice is as follows:

Philadelphia, _____ 190

Mr. _____

You are hereby notified to appear before MAGISTRATE SOUTH at his COURT ROOM, 903 N. BROAD STREET, on Wednesday, _____ to answer a charge of engaging in worldly employment in selling _____ on Sunday, _____ 190 : contrary to an Act of Assembly, approved the 22nd day of April, A. D. 1794.

WM. H. WIELAND,
CONSTABLE, COURT NO. 18,
903 N. Broad St.

All of the above, including the signature, being printed the notification has no standing in point of law. Even if the signature were written the summons would not be a legal one, as a constable has no power to make an arrest on his own responsibility in a case of this kind. Nevertheless, it is unwise to ignore such a summons, for the constable is always provided with a document, which is strictly legal, it being made out on a form as follows:

CITY OF PHILADELPHIA, ss.
The Commonwealth of Pennsylvania,
To any Police Officer or Constable of said City, Greeting:
You are hereby commanded to take the bod of

_____
_____

_____ if he be found in the said City, and bring _____ before me, THOS. W. SOUTH, Magistrate of Court No. 18, of the City of Philadelphia, to answer the Commonwealth of a charge founded on the oath of

_____
_____
_____

and for so doing this shall be your warrant.

In Witness Whereof, I have hereunto set my hand and affixed the official seal of the said Court, the _____ day of _____ A. D. 190

_____
Magistrate of Court No. 18.

WORM-EATEN CIGARS.

A few days ago a Tobacco World man bought a package of all-tobacco Havana cigarettes at one of the leading cigar stores of the city, located near City Hall. On opening the package he found that seven of the ten cigarettes had in them from one to four worm-holes each. On being shown the condition of the cigarettes, the proprietor promptly opened another package, the contents of which were in better condition and gave the customer the seven sound cigarettes it contained. "Ever since I have been in business," said the proprietor, "I have lost more or less every year—probably between five and ten dollars each year—because of tobacco worms. I have never seen any except in Havana tobacco, except when worms starting in a Havana filler bored their way through a Sumatra or domestic wrapper. If a worm starts in a cigar at the bottom of the box it will bore directly to the top in a straight line through one cigar in each of the four layers. What do I do with worm-eaten cigars? I put them aside for two or three customers I have who come in occasionally and take them at half price, in this way getting, at three for a quarter, cigars which usually sell at three for a half a dollar and cost me $12 a hundred."

WOMEN LEAF BUYERS.

A former customer of leaf houses on North Third street is seen there no more. The customer referred to will long be remembered by the leaf merchants and salesmen on that street, not only because she was one of the few women buyers they have had, but because she was the only one among them who relied on other senses than sight, smell and touch in deciding on her purchases. She not only looked and smelled of the leaf and passed it through her fingers to ascertain its exact texture, but she invariably, when buying, rolled a smoker for herself, and puffed at it long enough to ascertain its taste and flavor. Now she is married, and it is safe to say that her husband cannot smoke a two fer around the house and make her believe it is a clear Havana.

HIGH-PRICED TOOTHPICKS.

In a Philadelphia restaurant last Sunday a customer, who had just finished a meal, stepped up to the cigar case in front of the cashier and, as he laid down his meal check, said, "Give me a Vesper cigar."

"Can't sell cigars on Sunday; against the law," replied the cashier, picking up the meal check and the half dollar beside it."

"Oh, never mind the law," protested the customer who badly wanted a smoke and had no time to look around for some seller of cigars who was running the risk of a $6.50 fine.

"I'll tell you what I'll do," said the money-handler as, one by one, he picked out three wooden toothpicks from a stand on the cigar case and threw them upon the glass, "I'll sell you three toothpicks for five cents and give you a cigar."

Those toothpicks have been preserved and are now in New York, where they are frequently exhibited in illustration of the way business has to be done in Philadelphia.

SIX FOR A QUARTER.

"Give him an inch and he'll take a yard," is true of the ordinary smoker. In the past few years special inducements, of one kind or another, have been so frequently offered to buyers of cigars at retail that these buyers have come to look upon such favors as rights.

In Philadelphia recently there has been a growing practice of offering special inducements on Saturdays, the principal one being in giving for 25 cents six cigars which retail the other days in the week at five cents straight. Some buyers, as a result, try to have the same liberal treatment extended at all times. They argue that if the dealer can afford to sell six for a quarter on Saturday he can afford to do the same on Friday or Monday or any other day.

On its face this argument appears plausible, but, as a matter of fact, it is not sound. In the business sections of the city, a dealer, even if he keeps his store open on Sunday, sees on that day very few of those who are his patrons on business days. In order to induce those customers whom he serves from Monday morning to Saturday night to load up their pockets with enough cigars to last them over Sunday, he offers them six for the price of five. In this way he profits by their entire seven days of smoking. Otherwise patronage which he thus secures would go to dealers anywhere from half a mile to fifty miles or more away.

On no other day in the week, unless it preceded a holiday, could he so well afford to offer this special inducement to patronage, as he would dispose in five days of as many cigars as he now disposes of in six and would receive only five-sixths as much money.

A Market street dealer who has had occasion to often meet the argument that what is good business one day is good business any other day has a very clever plan for consistently sticking to his rule without running the risk of losing a regular customer. When a customer shows any inclination to be offended if refused the sixth cigar for a quarter, this dealer replies that he has made his rule and cannot violate it, "but," he adds in a good natured and conciliatory tone, "take five cigars for a quarter, and have the sixth on me." This puts the customer under an obligation for the time being and usually has the effect of keeping him from bringing up the same argument on other occasions.

GUARDING AGAINST LOSS.

To trust or not to trust? That is the question. If every manufacturer, wholesaler and jobber could always answer this question positively there would be no occasion for commercial agencies, credit organizations, etc. A means of protection which a firm of Philadelphia cigar manufacturers has adopted is one which others might adopt with profit. It consists of printing with a rubber stamp, the following on any invoices about which there may be doubts of payment:

The above Merchandise is Consigned to be sold for account of —— ——. Settlement to be made within thirty days of all sales at above prices and balance of Merchandise unsold to be returned to —— ——

UNTRUE AND ABSURD.

There is not a word of truth in the following, taken from the Philadelphia correspondence in the last issue of "To-

bacco," New York: "The Philadelphia Retail Tobacco and Cigar Dealers' Association has decided to go out of existence."

ACCUSED OF EMBEZZLEMENT.

Henry Wilson, 30 years old, of Jenkintown, charged with embezzlement, has been held in $600 bail by Magistrate Jermon. Wilson was employed as manager of the store of the United Cigar Stores Co., at 1237 Market street. Testimony was adduced at the hearing showing that Wilson did not ring up all sales on the register. J. Richards, the treasurer of the company, testified that the store accounts showed a shortage of nearly $700 in sales in the last year.

TO JOBBERS IN CIGARETTES.

A circular recently issued by Jacob G. Shirk, of 40 West Orange street, Lancaster, Pa., is addressed to jobbers and announces that the sender is appointing general agents in all sections, as United States agent for J. Abramowitz, manufacturer of high-grade Turkish cigarettes, "Planet," "Desert Queen" and "Egyptian Pharoah;" also Virginia cigarettes. The circular is an energetic one and tells clearly, although briefly, just what Mr. Shirk wants to have jobbers know and what they should know. In it he talks about prices, and independence, and protection for his patrons if any attempt is made to interfere with the way they want to do business. Whoever reads the circular will be impressed with the fact that Mr. Shirk is a hustler and that what he undertakes to do—goes.

Stay of Proceedings.

At Trenton, on Monday, Chancellor Magie filed an opinion granting a stay in connection with the proceedings instituted by Edwin A. McAlpin and others against the Universal Tobacco Company. This stay prohibits the examination of the tobacco company's books pending an appeal to the Court of Errors and Appeals from the decision of Vice Chancellor Pitney.

New Branch in Reading.

Bremer Bros. & Boehm, of Philadelphia, Buy Out John A. Hain & Co.

As announced in a full page advertisement elsewhere in this issue of The Tobacco World, an important business change in Reading is to take effect October 1st. On that date the leaf tobacco business which John A. Hain & Co. have conducted at Fifth and Washington streets the past twelve or fifteen years will pass into the control of Bremer Bros. & Boehm, of 119 North Third street, Philadelphia. This change is of much interest and importance to the cigar manufacturers of Reading and vicinity, as it will greatly increase their facilities for buying leaf to meet pressing and immediate demands as well as their usual and customary needs, and as it will enable them to do at home business which has previously necessitated a trip to Philadelphia or to New York.

John A. Hain & Co. have done a settled and steady business, but have not carried such a large stock as was needed to provide for an emergency. Bremer Bros. & Boehm, however, as is thoroughly well known throughout the trade, have practically unlimited facilities and these facilities will be used to benefit patrons of the Reading branch as well as those of the firm's chief establishment. At all times one of the members of the Philadelphia firm, George W. Bremer, Jr., Walter T. Bremer or Oscar G. Boehm, will be at the Reading warehouse, where the friends of both the old leaf houses and all others who call, friendly business rivals not excepted, will receive the same hearty welcome which for years has invariably greeted all callers at the office in this city. In the transaction of the business, Daniel Smith, who has traveled for Hain & Co. almost ever since the firm was formed, becomes associated with the new owners, and he will thereby be able to do even better for those who buy from him than he has in the past. H. Y. Schell will also represent the new Reading branch. Enterprise has never been lacking with Bremer Bros. & Boehm, and the firm's latest step towards increasing its business is evidence that there will be no such lack in the future.

Chas. Michener, who has been with Bremer Bros. & Boehm for several years, will continue to represent them in Philadelphia, Lancaster and Baltimore.

STOGIE MAKERS' OFFICERS.

The Tri-State National Union of Stogie Makers' Convention concluded its annual session September 19 at Fairmount, W. Va., and officers were elected as follows: W. H. Riley, president, Wheeling; Ellis Rutter, first vice president, Wheeling; John Wolf, second vice president, Pittsburg; Edward Dewalt third vice president, Uniontown; O. E. McMillan, fourth vice president, Fairmount; Herbert Watkins, fifth vice president, Clarksburg; George Taylor, sixth vice president, Tarentum; A. B. Metcalf, seventh vice president, Marietta; N. H. Palmer, secretary, Wheeling; W. C. Wagner, treasurer, Wheeling. Marietta, Ohio, will be the next place of meeting.

Bogus Cigar Labels.

S. R. Moss, manufacturer of cigars at Lancaster, Pa., and his factory manager, H. J. Ryder, have been indicted by a Grand Jury (two indictments being found against each), for manufacturing and selling cigars under counterfeit labels and trade marks. All of the brands are celebrated and used by owners of imported Havana goods, one of the brands being Manuel Garcia and one being La Carolina, both of which are the property of the Havana Commercial Company, and another brand being Henry Clay, belonging to the Henry Clay and Bock & Co., Ltd.

Cigar and Tobacco Factories
are Earning Fat Dividends when Located in Seaboard Territory.

The Seaboard traverses from end to end the tobacco belt of the South, and a location can be given you from which within a radius of one hundred miles you can draw every grade of tobacco, including the finest Shade Grown Sumatra.

If you want to come South for any reason ask for our literature; if you want to locate a factory ask for our special proposition to manufacturers.

J. W. WHITE,
General Industrial Agent, Portsmouth, Va.
SEABOARD AIR LINE RAILWAY.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in *LEAF TOBACCO*
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in Leaf Tobacco
Lancaster, Pa.

J. W. BRENNEMAN,
Packer of and Dealer in
Leaf Tobacco
MAIN OFFICE,
Millersville, Pa.

United 'Phones: { No. 931 A, Millersville. No. 1803, Lancaster.
Lancaster Office, 110-112 W. WALNUT STREET

THOS. R. DECKER
YORK, PENNA.

MANUFACTURER OF
Sweet Damsel, D. & S.
High Grade Medium Priced
Cigars
For the Wholesale and Jobbing Trade.
Correspondence invited.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER. PA.

IRREGULAR PAGINATION

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF **Lancaster, Pa.**

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon, Maker, Moundsville, W. Va.
Jobbers, Write for Samples.

Lancaster More Hopeful.

Possibility That This Year's Crop Will Be Better Than Expected.

Lancaster, Sept. 22, 1903.

The local trade continues to be of a most encouraging character, few dealers complaining of dullness. The demand for 1902 goods has not fallen off in the least, packing after packing being bought up at a rate that threatens to clear the warehouses in a short while. Some of the 1901 crop is also going, and it is quite likely that when last year's crop is about closed out, buyers will devote more attention to the older goods, even if they are inferior to those of last year. During the past week there were 2913 case reported sold, as against 914 the corresponding week of last year.

Interest now centres in this year's crop, the bulk of which has already been housed, much of it somewhat too soon, it is feared, with the probability that too little consideration was given to the plants, much having been cut in an unripe condition. Most of that put away would have been better from another week in the field. The plants are in a sappy state, owing to the long continued wet weather, which necessitates great care in treating it, but many of the growers do not appear to have profited by past experiences. Not a few of them have been obliged to build fires in their sheds to prevent pole-burn.

Another hail storm occurred last Thursday in the vicinity of Intercourse, but as the tobacco not destroyed in the big hail storm of September 5 had been housed, no loss resulted this time.

On all hands one hears that this year's crop will be a somewhat poor one, because the long continued rains and lack of heat prevented the proper development of the plant. One well known dealer says he thinks the crop will be a fair one in spite of all the season's drawbacks. It was a clean crop, anyway, and he doesn't believe it can be properly judged before it is cured. He thinks that the judgment already passed has been on the ground of what is most likely to follow such conditions as prevailed this summer, rather than on actual inspection of the crop.

Cigar manufacturers report business as satisfactory, with a tendency to improve, now that the summer vacations have ended. Low grade cigars are scarce, while there is a big demand for them. There are few, if any, idle cigarmakers in Lancaster county now.

Among the out of town visitors here the past week were: Jesse M. Falk, of G. Falk & Co., New York; Brother Bisbee, of the Havana trade, New York; Mr. Altschue, of A. Cohn & Co., New York; Mr. Pretzfeld, of Pretzfeld Bros, New York; J. B. Kemper, Baltimore.

H. S. Buckwalter, of Connellsville, Pa., formerly bookkeeper for ten years at S. R. Moss & Co.'s cigar factory, Lancaster, is now visiting Lancaster.

Albert C. Moss, son of S. R. Moss, was a ribbon-winner at the horse show here last week, with his saddle horse, Harry, a bay gelding.

—Millions of cigars were ruined in the Kansas City flood a few months ago, and the Internal Revenue Collector there is now receiving claims based on the stamps that were on the boxes.

HIGH-GRADE CIGARS
Manufactured by
A. W. Zug,
East Petersburg, Pa.

We Employ No Salesmen

All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

IMPORTANT NOTICE

A recent threatening circular sent out to the cigarmakers of the country by the Miller, DuBrul & Peters Manufacturing Co. is a remarkable document. A **Valid** patent secures an inventor a **Monopoly** for seventeen years. For that time a valid patent is better than a **Trust**, because it is lawful
The gentlemen composing said company claim in their circular that, beginning 30 years ago, they have taken out 149 patents, but they don't state how many of the 149 are now alive. A patent issued 30 years ago has been dead for 13 years.
We made the same style of mold ten years ago that we are making to-day. Why do they resort to **Law Suits** at this late day? The answer is easy—Simply because their patents are no longer a protection! Congress gives an inventor **A Monopoly for Seventeen Years,** but only in return for his promise to let the public have free use of his invention at the end of that time. The Miller, DuBrul & Peters Manufacturing Co has no live valid patent to-day, and it does not want to keep its promises made to the people through Congress over 17 years ago. **It has no lawful Monopoly and so it is now hungry to be a Trust.**
After a "live and let live" career of thirty years, **it now proposes to kill off competition by using the courts as a club.** It wants to use **Injunctions** and in this way gain the power of a **Trust.** The cigarmakers know the class of people who **Resort to Injunctions.**
The Trust will push the price way up and force you to pay it. No injunctions will be issued against us. **We have made the Best Cigar Mold on the market for years, have infringed no patent, and won't be bluffed out of business. We are in business to stay and will fight any suit brought against us, and we will protect all users of our Molds.** We have employed the best legal talent to protect us and to save the public from the forming of this Trust, and we propose to see that Messrs. Miller, DuBrul & Peters keep the promises they made to the people at the time their patents were granted.
To our customers we say: Stand pat. Don't worry. Send all threatening notices you receive to us, and we will put them to good use.

The STERNBERG M'F'G CO., 1702-12 W. Locust St., Davenport, Ia., U. S. A.

Trade-Mark Register.

VANETTES. 14,193
For cigars. Registered September 14, 1903, at 2 p m, by M. C. Vanaman, Philadelphia, Pa.

PENNA. BUTTS. 14,194
For chewing and smoking tobacco. Registered September 15, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

WELLMET. 14,195
For chewing and smoking tobacco. Registered September 15, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

JUST BUTTS. 14,196
For chewing and smoking tobacco. Registered September 15, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

EL MUNDO. 14,197
For chewing and smoking tobacco. Registered September 15, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

SCABOSA. 14,198
For chewing and smoking tobacco. Registered September 15, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

MORNING PRIDE. 14,199
For chewing and smoking tobacco. Registered September 15, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

CELOSIA. 14,200
For chewing and smoking tobacco. Registered September 15, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

SWEET SAP. 14,201
For chewing and smoking tobacco. Registered September 15, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

KESWICK. 14,202
For chewing and smoking tobacco. Registered September 15, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

SUMMER ROSE. 14,203
For chewing and smoking tobacco. Registered September 15, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

SWEET PRIZE. 14,204
For chewing and smoking tobacco. Registered September 15, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

HAPPY PRIZE. 14,205
For chewing and smoking tobacco. Registered September 15, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

PRIZER. 14,206
For chewing and smoking tobacco. Registered September 15, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

READING LONG CUT. 14,207
For chewing and smoking tobacco. Registered September 15, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

KENSINGTON MINSTREL. 14,208
For cigars. Registered September 15, 1903, at 9 a m, by Henry Loesch, Philadelphia, Pa.

DESIGN. 14,209
Consisting of three Cubans holding tobacco. Registered September 15, 1903, at 9 a m, by Louis Smith, Belle Vernon, Pa.

JUMBLE ROLLS. 14,210
For chewing and smoking tobacco. Registered September 16, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

BLACK MASCOT. 14,211
For chewing and smoking tobacco. Registered September 18, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

KOSSUTH. 14,212
For chewing and smoking tobacco. Registered September 18, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

TOKI. 14,213
For chewing and smoking tobacco. Registered September 18, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

OWOSSO. 14,214
For chewing and smoking tobacco. Registered September 18, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

BEN HARRISON GOLD MINE. 14,215
For cigars, cigarettes, cheroots and tobacco. Registered September 19, 1903, at 9 a m, by the Ben Harrison Gold Mine Co., Chesaw, Wash.

OPAL GOLD MINE. 14,216
For cigars, cigarettes, cheroots and tobacco. Registered September 19, 1903, at 9 a m, by the Opal Gold Mine Co., Chesaw, Wash.

IMPERIAL PANATELAS. 14,217
For cigars. Registered September, 21, 1903, at 12 m, by Finley Acker & Co., Philadelphia, Pa.

UNION TWINS. 14,218
For chewing and smoking tobacco. Registered September 21, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

REJECTIONS.

Theodora, Dixie Girl, Trust Buster, Parsifal, High Life, Mail Order, Two Knockers, Trust Beater, L. S., Black Diamond, Queen of the Valley, Havanola.

CORRECTIONS.

KUB-A-KRY, registered September 5, 1903, by Lyman C. Powell, Cleveland, O., should have been "KUB-A-KEY."

PEACE PROJECTILES, registered September 12, 1903, for cigars, by S. S. Watts, Terre Hill, Pa., should have been also for cigarettes, cheroots, stogies and tobacco.

ABHAN, registered September 5, 1903, by J. Young, Philadelphia, Pa., should have been "ABHAU."

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

A sure cure for Dry Cigars and No-tobacco.

A cure for foul, slimy, Sponge, Cotton and Felt.

The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.
Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock. No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities. No. 2 for tobacco pails. No. 4, Pans 5x11x20 to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 4x7x17 for each wall case shelf; 4x11x40 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.
O. R. RICE & CO., 102 East 14th Street, NEW YORK.

GEO. SCHLEGEL
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
138 & 140 CENTRE ST. NEW YORK.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON, Factory Representative for Penna. 1133 Ridge Avenue, Phila.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Mt. Carmel Cigar Manufact'g Co.
Manufacturers of Fine Havana and Domestic **Cigars**
Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUHLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwiusville, N. Y.; Leonard L Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST **Lithographers,** CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf **Tobacco**
East Petersburg, Pa.

CURRENT REGISTRATIONS.

Flor del Escojida, Castle Terrace, The Dip, Beef An, George Storm, Clinker, Crake, Stride, Knoxall, Mo-Ko, Bango, Billionaire, La Commendor, Motorina, Orange Thief, Recluse, Eastern Prize, Donnetta, Valdera, Zarta, Thella, Lufra, Mercia, Gallant Blue, Consolida, Phonia, Dronella, The Yacht, Penderina, Green Belle, Havana Gossip, Fricasse, Franco, King George, Little Hungary, Mandarin, La Zuma, S. Kanzler, Baron Godfried, Nocheta Five Cent Cigar, Get the Habit, Florida Keys, Quick Light, 1804, Ottola, Vim-Viri, Drinkhouse, George Hodges, La Alluria, The Nudge, Royal Union, Royal Spaniels, Royal Fighter, Ernadad, Burlington Route, Nehasane, The Texas Stockman and Farmer, Yale's Pride, Ram's Horn, Estopar, Griswold Quarters, Yellow Dog, Acoma, Kee Mar, Hinkey Dee, Kiss Ozon, Bill Judson, Branford Library, Adam and Eve, Country Life, Radiomado, Longata, Shining Star, Sultan Hanum, Shephardo, Three Aces, Prince Steel, Kensington, Palacio, The Sub, Unadillo, Cecil, Anglo Saxon, La Tourenne, Poltava, Brenckle, Little City Hall, Inquiro, Star Stogies, Yacht Maker, Old Mill Green, Kazan, Obulus, Alfonsinos, Shaftesbury, Romanza, Survival, Jack Rabbit, Black Thorn, Minnie, La Parona, Race King, Ali Bey, Fair Trial, Caius Marrius, John Hussiades, Bajazzo.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending Sept. 19, 1903.

San Juan—West Indies Cigar Co., 12 bbls. tobacco; American Tobacco Co., 5 cases cigarettes; J. Cohn & Co., 78 bbls. tobacco.

Bremen—Kremelberg & Co., 1 box samples of tobacco.

Caibarien—Munson Steamship Line, 295 bales tobacco.

Liverpool—American Tobacco Co., 45 cases cigarette papers.

Havre—The Khedivial Co., 5 packages cigarette papers.

Ponce—L. Danna & Co., 13 bundles cigarettes; Order, 2 bales tobacco; Manuel Cobas, 40 bales tobacco; American Tobacco Co., 2 cases cigarettes.

SUMATRA TOBACCO.

Str. Ryndam, arrived Sept. 15:
(1,360 bales, 365 cases, 49 bbls.)

J. Bernheim & Co.	487	bales
F. Miranda & Co.	241	"
James E. Ward & Co.	157	"
Wm. Steiner & Sons	78	"
E. Pascual & Co.	69	"
Celestine Mui	57	"
Alex. Ward	50	"
John Leopold & Son	42	"
Sartorius & Co.	35	"
S. Rossin & Sons	30	"
Charles H. Wyman & Co.	20	"
Rothschild & Bro.	20	"
Hinsdale Smith & Co.	19	"
Emilio Suarez	18	"
Hamburger Bros. & Co.	16	"
Antonio Roca	16	"
Kaiser Boasberg	15	"
M. Stachelberg & Co.	15	"
Brown Bros. & Co.	11	"
Andrez Diaz & Co.	10	"
G. Salomon & Bros.	9	"
Leonardo Lopez	5	"
James E. Ward & Co.	365	cases
James E. Ward & Co.	40	bbls.
Rothschild & Bro.	9	"

HAVANA TOBACCO.

Str. Morro Castle, arrived Sept. 15:
(977 bales.)

American Cigar Co.	496	cases
Pretzfeld & Co.	175	"
United Cigar Manufacturers	128	"
Rothschild & Bro.	66	"
A. Cohn & Co.	29	"
E. Spingarn & Co.	23	"
Hilson & Co.	18	"
Leopold Loeb & Co.	17	"
Company's General Agent	11	"
S. Auerbach & Co.	8	"
Order	6	"

Str. Esperanza, arrived Sept. 20:
(454 bales)

James E. Ward & Co.	201	bales
Garcia, Vega & Carcaba	97	"
A. Biederman	82	"
D. Hevia & Co.	38	"
L. Friedman & Co.	25	"
Ghio & Rovira	11	"

HAVANA CIGARS.

Str. Morro Castle, arrived Sept. 15:
(261 cases.)

Havana Tobacco Co.	167	cases
Simon Batt & Co.	56	"
B. Wasserman & Co.	8	"
Park & Tilford	6	"
National Cuba Co.	5	"
Acker, Merrall & Condit	5	"
A. Schutte	4	"
G. S. Nicholas	3	"
Macy & Jenkins	2	"
Order	2	"
G. W. Sheldon & Co.	2	"
Continental Line	1	case

HAVANA CIGARETTES.

James E. Ward & Co.	4	tr'nks
Gillespie Bros. Co.	20	bbls.
Cadenas & Coe	20	"

PORTO RICAN CIGARS.

Str. Caracas, arrived Sept. 14:
(131 cases.)

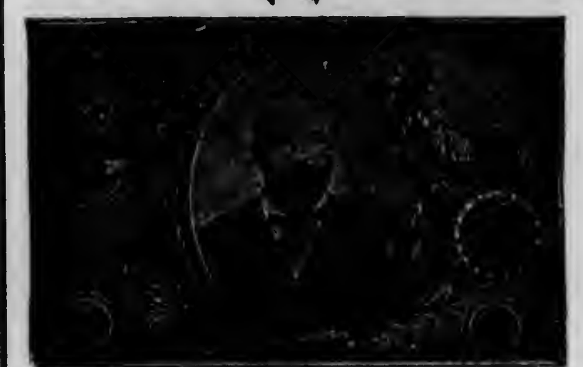
American Tobacco Co.	80	cases
West Indies Cigar Co.	15	"
F. Rucabado	11	"
Amer.-West Indies Trading Co.	9	"
Company Ind. de P. R.	6	"
A. S. Lascelles & Co.	4	"
American Express Co.	2	"
F. Bonilla & Co.	2	"
R. Arguelles, Mulque & Co.	2	"

Str. Coamo, arrived Sept. 20:
(224 cases, 21 trunks.)

American Tobacco Co.	145	cases
G. W. Sheldon & Co.	16	"
L. Danna & Co.	11	"
Manuel Cabas	10	"
A. S. Lascelles & Co.	9	"
Durlach Bros.	8	"
West Indies Cigar Co.	7	"
C. F. Wolf & Co.	4	"
Central Los Canos	3	"
F. Bonella & Co.	3	"
W. T. Dana	2	"
P. H. Petry & Co.	2	"
George B. Skinner	1	case
Order	1	"
American Trading Co.	1	"
Mateo Rucabado	1	"
A. S. Lascelles & Co.	20	tr'nks
Cuban & Pan-Amer. Ex. Co.	1	"

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100 000 to 125,000 **Cigars**
Factories: *YORK and YOE, PA.*
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel
SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
HOLTZ, PA.
Maker of **High-Grade Domestic Cigars**
Leaders: York Nick, Boston Beauties, Oak Mountain, Porto Rico Waves
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Sampies on application.
Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

LA UNION CIGAR CO.
Hanover, Pa.
Manufacturers of
High Grade Union Made
Cigars

SPECIAL BRANDS:
ALEX WILSON—ten sizes;
MINERS' VICTORY, PRIMO,
LITTLE PEDRO, and
LA UNION CROOKS.

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced **Cigars**
Red Lion, Pa.
Remember—the MELODIOSO is Our Leader.

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE
Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,

Packers and Dealers in Leaf Tobacco

105 S. George St., YORK, PA.

Walter B Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of Leaf Tobacco

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.

Packers of Leaf Tobacco

James and Prince Streets,

LANCASTER, PA.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

A. J. HINSEY,

Manufacturer of

Fine Havana and Domestic CIGARS

For Wholesale and Jobbing Trade Only. Correspondence solicited. Akron, Pa.

E. B. STONER,

Packer and Dealer in

PENNA. LEAF TOBACCO

Hellam, Pa.

Tobacco and Longevity.

The press dispatches convey the information that Mrs. Mary Henderson died at Franklin, Va., the other day, aged 91 years. She left behind in this vale of tears ninety children, grandchildren and great-grandchildren. But this is not all, she has been a chronic smoker since childhood, and outlived the other nine members of her family, none of whom smoked. This is a solar-plexus blow to those who are engaged in the anti tobacco crusade. In truth they are a very discouraged lot of people, because hardly a day passes that the papers do not publish an acount of the death of some very old man or woman who had smoked like a brick-kiln all their lives.

We have read of some of them who had pipes almost as old as the smokers themselves—exceedingly strong, robust and self-assertive pipes that constantly reminded the community that they were in its midst. These pipes, while unable to kill the aged smokers, were wonderfully effective in destroying animal and vegetable life at long range. One blow from them delivered at a distance of three hundred feet was sufficient to knock down the stoutest ox and cause a board fence to curl up like the kinks on a negro's head, but strangely enough the person behind the stem was perfectly safe.

These venerable pipes actually contributed to the longevity of their still more venerable owners.

Statistics can be piled up as high as a modern skyscraper establishing beyond the shadow of a doubt that tobacco is a blessing instead of a curse to humanity, no matter what thin-chested and humpbacked reformers may say to the contrary.

Every centenarian that we read of loved his pipe with a love that was not surpassed even by that of a yellow calf for a fat teat. The use of tobacco hardens the physical fibre. In the Busy Creek settlement in Mississippi there are old women who dipped snuff years before Andrew Jackson first ran for the presidency, and they are still dipping it. In their lifetime they have consumed enough snuff to cover the whole of Mississippi to a depth of twelve feet, and they are eating it to-day. They are so old that they have entirely forgotten whether they were born in Kamaschatka or Hurricaneville, and they are so tough that an athlete would be baffled in an effort to drive a wire nail into them with a sledgehammer. Since they began to dip snuff out of a brown bottle there have been several growths of pine forests on their beloved hills and there will be a great many more before they lay aside the dipping sticks and are gathered to their fathers. In view of these facts it is well for the anti-tobacconists to disband, shut up and sit down.—New Orleans States

Phones: { Keystone, 65-64A Main Bell, 62-39A

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LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

In regard to the hailstorm in the Connecticut Valley, as near as I can learn, not much damage was done in Franklin or Hampshire counties. The storm commenced in the western part of Hampden.

Our correspondents write:

Feeding Hills, Mass.: "The severe hailstorm of last Saturday was a great financial calamity to the tobacco growers of this section. The large growers had their crops about half housed. Two or three of the smaller ones had finished, and others had not commenced when the unprecedented hailstorm in all its fury came upon them. Such a storm had not been known here for fifty years, and the farmers hardly knew which way to turn. Some have now finished cutting their badly torn crop, and others have plowed it under. The crop was a little later than usual owing to the cool summer, but since the warmer weather came it had developed nicely, and the farmers were letting it stand as long as possible, otherwise the most of it would have been housed before the storm."

East Whately, Mass.: "All the tobacco is now in the barns, and is coming down nicely and is curing down fast. Mr. Case has been through here looking for old tobacco, but I hear of no sales."

Conway, Mass.: "There is only a little tobacco standing now. What has been cut and hung three or four weeks is curing down a nice color and looks like a fine leaf, but we cannot tell how it will turn out yet. The crop is coming in much better than was expected, and if we can have good weather to cure it we ought to get a good price."

Hinsdale, N. H.: "No sales to report. Most of the early set tobacco is housed in fine condition. No hail or frost. The late set has improved wonderfully in the past few days. If the warm weather holds a few days longer it will be up to the early set."

Northfield, Mass.: "The tobacco is all housed and is about the average crop."—American Cultivator.

BALDWINSVILLE, N. Y.

There has been considerable activity in the local market during the last few days, and a number of sales have been made by the growers of last year's crop. The warm weather of the past few days has made a great improvement in the growing crops still unharvested. Quite large shipments have been made from some of the local warehouses.—Gazette.

EDGERTON, WIS.

More unseasonable weather for the harvest and cure of a tobacco crop has never before been experienced in this State, and it will almost be a miracle if the crop comes through in a satisfactory condition. A succession of unusual rain falls has continually delayed the harvest and these followed by conditions that in other years almost invariably produce shed damage, cannot but bring uncertainty as to the result of the cured leaf.

The buying movement in the new crop has been almost entirely suspended waiting the outcome. It will be a mark of good business judgment to keep away from the growing sections until something more definite is determined. It is believed that 1,000 acres would be a conservative estimate of the amount of the new crop contracted for to this date, and the average price something under 10 cents. There is quite a little tobacco remaining yet in the fields unharvested, but it only requires a few days of clearing weather to see the crop practically secured.

There is little doing in old leaf aside from sampling which is now quite general. The report reaches us that the packings of 1899 and 1901, some 600cs, put up by McNair Bros., at Brodhead, have been sold to Fisher & Fisher.

Shipments, 400 cases.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 4 hhds.; Offerings on the breaks 58 hhds.; public and private sales 101 hhds.

The kinds offering are mainly short leaf, mostly blackish in color and many over-sweated and funked hogsheads, which sell at former lug prices. Shipments go out steadily and stocks are being reduced.

The weather has continued hot and dry for several weeks, and the portion of the crop in the field has suffered in consequence, some field-firing, an increase in the number of worms, and but little growth of the late tobacco.

We have had a sudden fall in temperature, the thermometer registering 51 degrees this morning. Everything being so dry a sudden frost would do much damage.

QUOTATIONS:

Low Lugs	$3.75	to	$4.25
Common Lugs	4.25	to	4.75
Medium Lugs	5.00	to	5.25
Good Lugs	——	to	——
Low Leaf	5.00	to	5.50
Common Leaf	5.75	to	6.50
Medium Leaf	6.75	to	7.75
Good Leaf	8.00	to	9.00

—Levi Kittilson's Iron-Clad tobacco warehouse and contents, Stoughton, Wis., was burned Sept. 15. Loss, $75,000.

Smoke

FAUGH-A-BALLAGH

5c CIGAR

WRITE

GRANEY

Commercial Cigar Co.

476 North High Street,

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Denver Union Cigar Factory

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Jobbing Trade solicited. Write for Samples.

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Bright Grades and Cigarette Wrappers a Specialty.
Samples forwarded on application.
Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

Business Changes, Fires, Etc.

Connecticut.

New Haven—M. Gompertz, cigars, receives warranty deed and gives real estate mortgage.

Windsorville—The warehouse of Miller & Shepard, wholesale tobacco stems, destroyed by fire.

Delaware.

Seaford—Porter & Co., cigars, tobacco, etc., dissolved.

Florida.

Jacksonville—J. F. Snelling, cigars, etc., chattel mortgage, $1,000.

Georgia.

Augusta — Burdell-Cooper Tobacco Co., Thos. F. Burdell, President, dead.

Illinois.

Chicago—Abraham Gladstone, cigars, out of business.

Peoria—Lacey & Eckard, cigars, chattel mortgage, $500.

Indiana.

Roann—Hoffman & Williams, cigars, dissolved.

Iowa.

Altoona—A. Dehner, cigar manufacturer, damaged by fire; covered by insurance.

Charles City—Getman & Wilcox, wholesale cigars, succeeded by A. L. Bradford.

Kentucky.

Springfield—Lake & Green, cigars and tobacco, succeeded by B. D. Lake.

Maine.

Bangor—O'Leary Bros., cigar manufacturers, succeeded by F. E. O'Leary.

Eustis—W. E. Hanscom, retail cigars, damaged by fire.

Massachusetts.

Boston—K. Luckansky, cigars, tobacco, etc., chattel mortgage, $400.

Brockton—Brockton Cigar and Tobacco Co., (not inc.), Wm. and Jacob Provolsky, manufacturers, dissolved; continued by Wm. Provolsky under same style.——Brockton Cigar and Tobacco Co. (not inc.), manufacturers, chattel mortgage, $925.

New York.

Rochester—E. E. Morrison, cigar manufacturer, judgment, $225.——Isaac Shapiro, cigar manufacturer, judgment, $248.

North Carolina.

Archbold—H. F. Coon, cigars, discontinued.

Ohio.

Cincinnati—J. L. Hite & Co., John L. Hite, individually, leaf tobacco, deed, $11,000.

Pennsylvania.

Harrisburg—C. A. Straub, cigars and tobacco, satisfied mortgage, $300.

Philadelphia—Empire Leaf Tobacco Co. (not inc.), succeeded by the Empire Leaf Tobacco Co., Ltd.

Pittsburg—Wilson, Elliott & Co., cigar manufacturers, bankrupt.

South Carolina.

Columbia — F. E. Solomon & Co., wholesale and retail cigars and tobacco, succeeded by Pinckussohn Cigar Co.

Texas.

Waco—C. M. Seley, cigars, etc., sold to Metoyer & Wolfe.

Washington.

Seattle—E. C. Winebrennen, cigars, sold out to Bourg & Gibson.

Wisconsin.

Edgerton—A. Jensen, leaf tobacco, warranty deed, $3,200.

Fond du Lac—S. Schaefer, cigars, etc., bill of sale, $1,425.——Zoellner & Brunkhorst, cigars, chattel mtge., $635.

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Samples furnished on application
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Van Arnold's No 5 Tobacco Cipher.
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$142,500

Will be Made in December, 1903, Based on the Month of NOVEMBER, 1903, to Smokers of

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"PREMIOS"
"EXPORTS"
"LA BELLE CREOLE" (10c)

"FONTELLA"
"RENOWN"
"SALVA FUMA"
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"PEOLA"
"SMOKETTES"
"COLUMBIA" (10c)
"DOWLEDO"

"WEGO"
"NERVE"
"STAR"
"LILLIAN RUSSELL"
"TURCO"
"VELVET"
"CONTINENTAL" (10)
"DETROIT FREE PRESS"

"SIONA"
"SPANIOLA"
"TWO ORPHANS" (2 for 5c)
"BENEFACTOR"
"FLORODORA" (3 for 10c)
"FLORODORA OPERAS" (5 for 10c)
"PIONEER"

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?

(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3.00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000 00 in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5.000 00 "
To the	5 persons whose estimates are next closest	($1,000 00 each)	5,000 00 "
To the	10 persons whose estimates are next closest	($500 00 each)	5 000 00 "
To the	20 persons whose estimates are next closest	($250 00 each)	5.000 00 "
To the	25 persons whose estimates are next closest	($100 00 each)	2,500 00 "
To the	50 persons whose estimates are next closest	($50 00 each)	2 500 00 "
To the	100 persons whose estimates are next closest	($25.00 each)	2,500 00 "
To the	2,000 persons whose estimates are next closest	($10 00 each)	20 000 00 "
To the	3.000 persons whose estimates are next closest	($5 00 each)	15 000 00 "
To the	30.000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2.50 per box)		75.000.00
	35.213		
	35,213 persons		$142,500.00

Every 100 bands from above named cigars will entitle you to four estimates.

[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445, 95,483	August	483,551,833	485 441.753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800.523	575,804,470
April	427,952, 58	481,870,212	516,835,163	October	532 205,063	574 551,047	628 881,303
May	456,509 855	553,187,580	523,035,907	**NOV.**	**508,258,250**	**529,308,500**	**562,444,395**
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.

Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it Distribution of the awards will be made as soon after December 1st, 1903, as the figures are obtainable from the Internal Revenue Department of the United States for November, 1903

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands. Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue.

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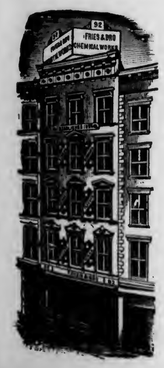

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THAT IS SAYING A GOOD DEAL
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TAHOMA
FIVE CENT
PENT BROTHERS, Manufacturers, PHILADELPHIA. CIGARS

Hannibal Hamlin
High Grade
Seed and Havana Cigar.
Celebrated Everywhere. None Better

Different from all. Have you noticed it?
Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.
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1901 Wisconsin Binders
THE BEST IN THE MARKET
A. COHN & CO.
142 Water Street, NEW YORK.

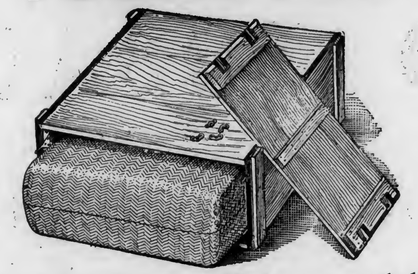
M. F. SCHNEIDER

IMPORTER

of

Sumatra and Havana

TOBACCOS



We import all our Sumatra Tobacco, each bale packed in a box, as shown in the illustration.

No Breakage
No Chafing
No Damage by Hooks

M. F. SCHNEIDER

No. 2 Burling Slip,

NEW YORK.

Nes corner Kuipersteeg,

AMSTERDAM, HOLLAND.

Established 188(THE TOBACCO WORLD Incorporated 1902

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

JAY Y. KROUT, Pres'd't and Gen'l Manager. H. C. MCMANUS, Sec't'y and Treas.

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Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

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GIVE THE BABY A NAME.

Register Your New Brands

WITH

The Tobacco World

Where they Will be Seen by the Entire Trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

AN IMPUDENT FRAUD.

Swindlers Reaching Out for the Dollars of Florodora Guessers.

A LETTER of which the following is a copy is being sent broadcast all over the country and doubtless many people are being entrapped into giving up the one dollar asked for. The scheme is an impudent fraud because it cannot possibly be known even to the Commissioner of Internal Revenue himself many hours before December 21 what the total sum of cigars paying the $3 tax shall have been in November of this year. It would be simply and utterly impossible for any person on the face of this earth to have any information on this subject as early as October 31.

Here follows the swindlers' letter:

CONFIDENTIAL

CONTEST CLUB
OF
JERSEY CITY, N. J.

September 1st, 1903

DEAR SIR:

As you was a "winner" in the last distribution of prizes by The American Cigar Co. (Florodora Tag Co., Jersey City) you will, presumably, save your bands and try it this year and of course wish to again be a winner.

Would you loan one dollar or the use of 300 bands if you was positively assured of at least one ten dollar prize? If so, this is for you.

We have formed a club to very materially help those who care to join us, limiting the membership, however, to 2,213, the number of prizes down to and including the $10 ones, all of the good things on the list. So we have a proposition to make you which "IS A WINNER." And if, after reading it over, you think it worthy of your consideration and our club fee, fill in the application blank and mail to us as soon as possible so that we may know soon just how many members we will have to look after, besides, after quota is filled no more will be accepted. Positively none after October 20th. Your application will be acknowledged and given a number entitling you to all the benefits of our "little combine," and if you do not care to join us, why, there is no harm done, and there is the next fellow to take your place who will have a 100 to 1 chance against you.

Here is how we have a "cinch" on the situation. One of our members is in the Internal Revenue Dept. at Washington, another who conceived this idea and formulated the plan, is in a confidential position with the Tobacco Co., with valuable information of a private nature that we want, so we were enabled to arrange a combination hard to beat, one that warrants us in saying that we can give you positive assurance of winning one or more prizes, and we know whereof we speak.

You ask, if this be so why do we not get them all for ourselves? We are glad you asked the question—answer is, we firmly believe we could get them, but we also firmly believe, were we to do so, would cause suspicion and we would have trouble in getting our prizes, and rather than risk the whole among so few of us, we chose wisely to increase membership, so that no such contingency arise.

We cannot say more of the plan at this time, or give the names of the above mentioned gentlemen. To do so might cause them much annoyance, work answering queries, etc., and, reasons apparent to all. Neither can we say in just what manner we place you in a winning position. A secret shared by many is no secret at all, and ours if known prematurely, might cause our plans to miscarry, even as many another good thing has so miscarried. Suffice it to say that it is fair and square and though not exactly open it is above-board with business men conducting it—a problem in the science of numbers—a tip to the wise, and those who take it and mind their own business are bound to win and the plan will be explained to them at the proper time when we shall have helped our members all around and there is no possible chance for a "flunk."

We know, of course, that you can send in your estimates at random, and, possibly win as you did before, but the chances are that you will not, as we are in the field against you, reducing your chances to mere guesses. We do not have to guess.

We hope we have made plain to you what our chances are. So far as we know, we are the only source to give this inside information outside. The plan was used in a limited and primitive sort of way in the last contest, with what success is evidenced by a few getting so many prizes, some as high as twenty $10 prizes, fifteen $5, etc. We propose to have things different this trip. Will you get next with us? Membership has been placed at $1.00. This may be sent in cash, or, if you have a surplus of bands they will be received at 33⅓ cents per 100 or 300 for the membership. Such bands received will be sent in and the resulting prizes therefrom, together with the cash received direct for membership will be pooled and after paying necessary expenses, postage and printing, (there being no salaries or other expenses) ten per cent. each to the gentlemen who give us our information for their very important part in the matter, the balance will be divided pro rata between the members, thus returning to them their fee—ten, twenty, perhaps fifty fold. And this entirely aside from and in addition to your own individual prizes. You share equally in the net proceeds of the club. Can you do any better with that dollar? We think not. This includes a night telegram to members who reside in places more than twelve hours by post from New York so that we can reach them quickly. You will be wired or notified in ample time to get your estimates in before contest closes October 31.

Now, if you think we can help you, join us at once, as the time draws near. We know we can and trust we may hear from you.

R. C. EATON, Manager,
449 W. 38th Street,
New York, N. Y.

Cigars of Paper.

AN English exchange explains how paper cigars are manufactured. According to the explanation the paper is steeped for some time in huge vats filled with a preparation of tobacco juice, and when it has been thoroughly saturated it is pressed and afterwards cut into leaves resembling the real article. At New York there is said to be a factory making these paper leaves as quickly as ever it can turn them out. The main difference between the cigars "said to be" manufactured at New York and the real article is that "they cost less." They are "said to have" an excellent flavor. We have heard all this years ago, but have never been able to obtain the address of that factory "said to be" at New York.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in SEED LEAF
Importers of HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

THE EMPIRE LEAF TOBACCO COMPANY
Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra TOBACCO
S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN LEAF TOBACCO
HAVANA
301 & 303 NORTH 3rd ST.
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana Y&N
21st N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.

WE ARE OPEN
at Our Branch House,
Fifth and Washington Streets,
Reading, Pa.
With a NEW and COMPLETE line of
Everything in FINE
Cigar Leaf Tobaccos
Come and see us.
You are welcome to examine our goods.
WE CAN PLEASE YOU.

BREMER BROS. & OEHM
IMPORTERS, PACKERS and DEALERS in
LEAF TOBACCO
119 North Third St. PHILADELPHIA.
5th & Washington Sts. READING.
GEO. W. BREMER, Jr. WALTER T. BREMER. OSCAR G. BOEHM.

Capacity, One Million per Week.

Correspondence with the Jobbing Trade solicited.

The Best Union-Made Five-Cent Cigar in the Market.

Union-Made
All Sizes

Union-Made
All Sizes

M. Steppacher, Reading, Pa.

Rabell, Costa & Company,

TOBACCO DEALERS

Our Specialties:

Vuelta Abajo and Santa Clara

Manrique 199,

Cable Address: RABELL.
Post Office Box, 117.

HAVANA, CUBA.

THE REALM OF THE RETAILERS

Simple Bookkeeping.

Following is Part II of Victor Robertson's paper on "A Simple System of Bookkeeping for Retail Merchants":

For illustration I will use common material which seems to me to be within the understanding of the average merchant, and I will start off with an inventory and a new set of books.

The number of books kept depends upon the nature of the business. If a cash business is conducted, then the cash book is the principal book and the ledger is a small book not much used. The bookkeeping of a cash business centralizes on the cash book. Besides the ledger no other books are needed except to meet special demands. The "journal," as it is known, is a superfluous book. If journalizing is to be done, let it be done directly on the ledger. A double entry of debit to one account and credit to another can be done and explained on the ledger itself. Why do it twice? Never do twice what can be done once. We will take the case of a general stock. The condition of business on January 1st is as follows:

INVENTORY.

Merchandise: Dry Goods	000.00	
Groceries	000.00	
Boots and Shoes	000.00	
Hats and Caps	00.00	
Clothing	000.00	
Hardware	00.00	
Millinery	00.00	
Drugs	00.00	
		0000.00
Accounts receivable		000.00
Cash		00.00
Total Assets		0000.00
Less owing for Mdse.	000.00	
Less owing for expenses	000.00	
Less owing for borrowed money	000.00	
Total Debts		000.00
Net Capital in Business January 1, 1903		0000.00

I will assume that a credit business is done. Where sales are exclusively cash, the bookkeeping is, of course, correspondingly less. An inventory should always be classified, as it generally is. It involves no extra labor. Each class of goods can be taken down in separate books and a recapitulation of all in one book. If only one book is used, each page should be properly headed and each page footed up by itself. Then all the pages of each class footed together, and then a recapitulation of all classes into a final footing,

The classification necessarily depends upon the nature of the business, but whatever the classification is it should be entered on the ledger in full as above under heading of "Inventory of Merchandise on hand January 1st." I think a ledger heading should be explicit and leave nothing to the imagination.

The principal book is the cash book, as it shows the cash income and how it comes in as well as the expense account and how the money is paid out. Therefore, let us try to have the cash book show a little more than cash received and cash paid out. We can make the cash book serve to simplify the ledger by making the cash book a little more comprehensive and at the same time make the book keeping easier. I would use this kind of a cash book:

CASH RECEIPTS.

Date	Where From.	Cash Sales.	Collections.	Miscellaneous.

CASH DISBURSEMENTS.

Date	To Whom and What For	Expense	Mdse. Bills Paid.	Miscellaneous.

(Continued next week.)

• • •

Plain Facts Told Plainly.

Back in a good old town where I used to live, two merchants have been doing business for many years. One of them is well pleased with his life's work. The other is much dissatisfied.

One picked the general merchandise business because he liked it. He was proud of his father's position as a merchant in the community. He was willing to devote his life along the same lines. He desired to make money. He also desired to be thought well of and to be an influence for good in the community.

The other went into the business simply to make money. He did not like it, but considered it the quickest route to a bank account open to him.

As the years passed the motives actuating each man began to tell strongly. The man who enjoyed his business, took an interest in it as any man ought to in his life's work, built a big trade, and became the power in the town which he had hoped to become.

His competitor, disappointed because he did not make money, turned sour as the years went by, complained continually, and gradually drove his trade into the other store.

They are there to-day. One man is pleased with his success. He thinks more of his success in mastering his business than of the bank account he has built up. The other to whom money was the whole object has found that money is not the whole thing, even though its influence may be great.

As we journey through life, let us live by the way. Laugh and the world laughs with you; kick and you kick alone. A satisfied soul is greater riches than a moldy bank account. The sunny disposition makes more money and gets more fun out of it.

When you pick a business, select one you are willing to live with awhile.—Eli in Commercial Bulletin.

* * *

Have You Noticed?

Some men hustle and don't succeed. Why is it? Some men succeed without apparently working very hard to gain success. Why is it? Each merchant wonders why he doesn't get along better, or wonders, perhaps, (but this is rare), why he gets along so well. Each man knows his own capacity and believes he will be able to get his own establishment above the point of ordinary business standing. Each man thinks he is most entitled to perch on the top round of the ladder of success and crow over his position. But some one is going to be disappointed in these expectations. Some one is certain to feel that he has not been granted the reward that ought to belong to him. Why is it? Given a community of merchants of equal ability, of equal energy and determination, and if one gets more business than another it will be purely accidental. But every community has some merchant who is better fitted for the business of life than his neighbors, some merchant who knows how to make business increase while the other men are merely hoping for good times to come. It is pleasant when good things come to anyone, but it is more satisfactory when the good things come as a result of effort. The merchant who works is more likely to succeed than the man who merely waits and hopes. The merchant who has faith in his business and pushes it to the limit will have large returns. It takes hustle to succeed. The man who keeps after the business so that the business will grow will have time to stop and congratulate himself over what he has done, and will have the feeling of pleasure which comes to any one who has done his share of work and accomplished his ends with judgment. It all depends on the man, the community and the stock; but the man is the main point, since he can make his community and stock what he will.

• • •

Counterfeit Money.

Further details concerning two new counterfeit bank notes are given by the Treasury Department as follows:

Ten dollar, on the People's National Bank of Roxbury, Mass.; charter No. 595; check letter A; Treasury serial No. D527325D; bank serial No. 8201; series 1882; Bruce, Register; Wyman, Treasurer.

Five dollar, on the Waltham National Bank of Waltham, Mass.; charter No. 688; check letter B; Treasury No. H66609H; bank serial No. 6149; series 1882; Bruce, Register; Wyman, Treasurer.

The two notes are apparently the work of the same photographer. No attempt has been made to imitate the silk fiber except by a few ink marks. The serial and charter numbers and seal have been tinted, but no careful handler of money should be deceived by any of the series.

• • •

Pithy and Pointed.

A capable merchant will appreciate capability in his employes.

Good goods, good management and good advertising make a trinity that is bound to win success.

There's no use paying good money for advertising space only to fill it with "hot air." It's a waste of money and effort.

A New York storekeeper advertises that in case any article bought of him proves to be otherwise than as represented the purchase money will be refunded and the purchaser will be allowed to keep the article.

• • •

Advertising.

Because a merchant cannot spend a large amount of money for advertising is no reason why he should not spend a small amount. The merchant should look upon advertising as the sowing of seed. If the seed is not sufficient to cover all the ground it should be made to cover what it will.

* * *

Every Man's Game.

Business is a something in which every man can have his share. The greatest percentage goes to the man who does the best talking for his business and who gives the best impression of the importance of his store and stock.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

Rabell, Costa, Vales & Company

Finest Havana

Sole Purveyors, by Request, to the Royal House of Spain.

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

CIGARS

Factory, Galiano 98, Havana, Cuba.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

PLEDGE OF INDEPENDENCE.

Cash Forfeit Promised if New Concern Sells Out to American Tobacco Co.

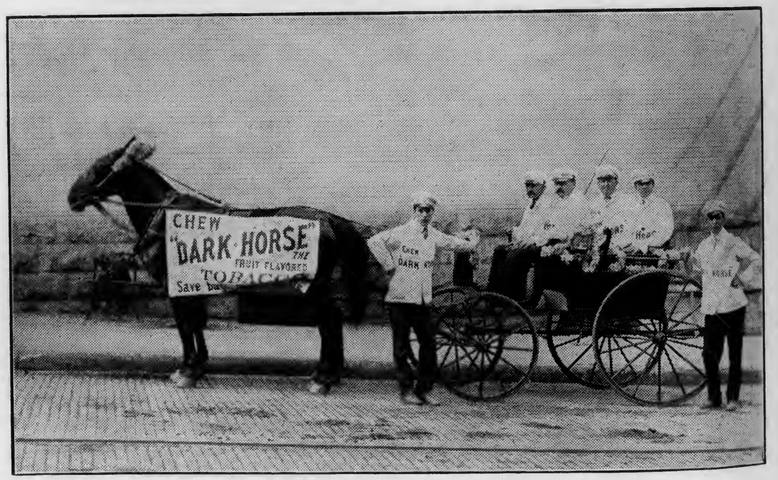
Officers of the new Leidersdorf-Schmitt Tobacco Company, of Milwaukee, state that to verify their statements that the concern will not be taken into the tobacco trust they will arrange to make a large cash forfeit to the American Federation of Labor in the event of the sale of the plant to the trust at any time.

"We are establishing a thoroughly independent business here," said Max Leidersdorf to an interviewer. "It has absolutely no connection with the Leidersdorf Tobacco Company, and Mr. Bernard Leidersdorf, so far as I know, does not even know of its organization, as it was not thought of before he left for Europe. As to being later absorbed by the trust, we will arrange to forfeit to the American Federation of Labor a large percentage of the sale price if we ever dispose of the business to the American Tobacco Company."

The following officers were elected: President and Manager, Matthias F Schmitt; Vice President, Max Leidersdorf; Secretary-Treasurer, Erwin J. Porth.

"We will devote our time for the next month or so to getting our plant in shape for business," said President Schmitt. "We will probably open about December 1, and will conduct an absolutely independent business."

SOME NEW DEPARTURES IN TRADE GETTING.



The above is taken from a photograph of six of the representatives of the Gem City Tobacco Company, of Dayton, O., the manufacturers of "Dark Horse."

All of their salesmen now call on the trade wearing white yachting caps and duck coats. The coats bear the words "Chew Dark Horse," on the front and back, and the same wording is on the front of the caps.

Another new feature recently inaugurated by this firm is the nightly concerts and talks given by their men through megaphones from the second or third floors of buildings on prominent corners of the city that they are in.

Gives Up Government Job.

L. H. Selfer, of the United States Agricultural Department, and in charge of the tobacco tests and experiments at Nacogdochez, Texas, has resigned to engage in the culture of high-grade tobacco in that field on an extensive scale. His resignation is effective at once, and he will immediately begin preparations for the planting of a large acreage of Cuban seed for harvest next season.

—Frank Wilkins, a cigar manufacturer of East St. Louis and Belleville, Ill., has been found guilty of having paid an employe, George Jines, $250 to burn his factory in East St. Louis in June, 1902. He was sentenced to the penitentiary.

1902 Crop
WISCONSIN
Now Ready

Sutter Bros.
Inc.

New York
Chicago
St. Louis
Havana

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM
119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING
Importers, Packers and Dealers in
Leaf Tobacco

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

Importers of Sumatra Tobacco
Cable Address: "HIRR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Retail Department is strictly up to date.

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

LA FISSEL CIGAR CO.
MANUFACTURERS OF
Fine Union-made Cigars
EAST BERLIN, PA.
Correspondence with Wholesale and Jobbing Trade solicited.

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

E. E. Kahler,
328 to 332 Buttonwood Street
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

IMPORTERS OF
L. P. Kimmig & Co. SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

ALL HAVANA PRICES FIRM AND SOME RISING.

Business Brisk with Some Leaf Houses, But Not All the Cigar Manufacturers as Busy as They Would Be Glad to Be.

HAVANA, Sept. 21, 1903.

A slight decrease in the volume of transactions during the past week has to be noted, but, notwithstanding, the market has been very lively and a brisk demand has prevailed for all kinds of leaf tobacco, prices continue very firm and the tendency for special kinds, like wrappers and old Remedios, is still upward. Receipts of tobacco from the country remain low, considering the season of the year, particularly from the Vuelta Abajo; therefore the reports that there is very little tobacco for sale seems to deserve credit. Most of the escojidas in the tierra llana portion are finished or will close during the coming month, while in the Lomas section the packings of the heavier grades may keep open until the end of the month of November. The 1903 crop of Vuelta Abajo has its defects in producing fewer wrappers than was expected at the beginning, but the filler grades have turned out as fine as could be expected. Semi Vuelta has produced an excellent aromatic leaf. Partido wrappers do not possess the same light and glossy colors as in 1902, and still they sell readily even with green spots, simply for want of anything better. Old Remedios has sold recently only to a limited extent, because there is no longer any stock of importance in first hands. New Remedios is finding takers still for European account and by the Florida manufacturers on account of its low prices and its adaptability for the cheaper kind of cigars. The few lots of first and second Capaduras that have come to market apparently good looking, and while not of as heavy a quality as the year before, perhaps might answer some manufacturers? The quantity, however, will be extremely limited.

Sales comprise 9000 bales in round numbers of all sorts, 5700 Vuelta Abajo, 1000 Partido, and 2300 bales of Remedios. Destination is given as 6000 bales for the Northern market, 1300 for Europe, and 1700 bales for home consumption.

BUYERS COME AND GO.

Arrivals, C. L. Knowles, of Key West, Fla.; Clarence Batt, of S. Batt & Co., New York; F. A. Fonseca, of F. A. Fonseca & Co., New York; Henry F. Stoeb, of St. Paul, Minn.; Nathan Reiss, of Schroeder, Reiss & Co., Chicago; I. U. Boltz, of Boltz, Clymer & Co., Philadelphia; Herman G. Vetterline, of Philadelphia, the well-liked broker, and Bruno Diaz, of B. Diaz & Co., Havana, who returned from his vacation trip to New York.

Departures. G. W. Nichols, for New York; C. L. Knowles, for Key West, Fla.; Salvador Manuel Rodriguez, for Tampa, Fla.; Samuel I. Davis, for Tampa, Fla., and G. Balbin, for New York.

Havana Cigar Manufacturers.

Judging by the exports of 3,588,860 cigars by the steamship Mexico, business is still far from being satisfactory, as the figures would have to be much nearer five millions if the exports should equal those of the year 1902. It seems that, notwithstanding the good crop, the demand is still more or less slack from every quarter. However, if the grand total is disappointing some of the independent manufacturers have no reason to complain. H. Upmann & Co., of the latter class, are marching with flying colors, gaining steadily in orders and increasing their output. Behrens & Co. have received very flattering repeat orders. "Ramon Allories," "Romeo and Julieta," "El Rico Habano," and a few more of the independent factories are all hard at work to make hay while the sun shines.

SELLING, BUYING, ETC.

Sobrinos de A. Gonzales worked off 1400 bales of all kinds of leaf from their stock.

H. Upmann & Co. purchased 1500 bales in all, principally Vuelta Abajo of the best vegas for their factory, and the remainder for export to Europe. Their total exports of cigas, including the Spanish Regie, ran up to 1,000,000 this week.

Muniz Hermos & Co. sold 650 bales of their fine Vuelta Abajo and Remedios escojidas.

Garcia & Co., succeeded in acquiring the hotly contested for and famous Vega, called "Ivirica," about 600 bales, tierra llana district near Pinar del Rio.

Avelino Pazor always active and pushing, disposed of 500 bales of his fine stock of Vuelta Abajo vegas to a Havana factory, and to Northern buyers.

Sutter Bros., Inc., through the intervention of Don Jose Mendelssohn, captured one of the big prizes this year in buying the "King" of the San Luis Vegas, called "la Vegas de Padron," consisting of about 700 bales, and which they divided up amongst their friends, Denzler and Mandell, of Chicago, and Max Schwartz, of New York. Hereafter it cannot be said truthfully that some of the clear Havana cigar manu-

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL HABANA
FABRICA DE TABACOS
AMAT VICTORIA CURAM
LUIS MARX HABANA
SOL and LUIS MARX
Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.
MAKE
Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG,"
New York.
Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, **Havana, Cuba.**
P. O. Box 397. Cable: HIMML.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, **Habana.**
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 **HABANA**

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

E. A. KRAUSSMAN
Importer of ***HAVANA TOBACCO***
170 Water Street, NEW YORK

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

Bridat, Mont'Ros y C^a
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., **HAVANA, CUBA.** P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." **Habana.**

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. *NEW YORK*

Smooth as Well as Rigid; Rigid as Well as Smooth

Such is the table-surface of
Liberman's Latest
Ball-Bearing
Roller Suction Machine

No other machine on the market does such clean cutting, and no other is as practical in any other way.
Nothing to prevent the full swing of the arm in palm-rolling.
Absolutely no streaking of the leaf in cutting.
Send for new blue-print booklet.

The Liberman Manufacturing Company,
Manufacturers of Cigar Making Machinery,
223--5--7 South Fifth Street, PHILADELPHIA, PA.

facturers in the United States are prevented from making as fine cigar as the Havana factories, because in purchasing the most renowned vegas they are actively competing for the superiority of the finished product with the imported cigars in the United States. Should they manufacture in bond they would also be able to compete successfully with the Havana factories in Europe.

Sobrinos de V. Diaz sold 450 bales of old and new Remedios this week without any exertion on the part of Don Narasa Gonzalez. Good goods attract buyers.

Bruno Diaz & Co. disposed of 500 bales of their choice Vuelta Abajo and Partido factory vegas.

Adolph Moeller, always active and on the alert, is said to have shipped 1000 bales of leaf tobacco to the United States and Europe.

Aixala & Co. closed out some 400 bales of their fine Vuelta Abajo packings.

Nathan Reiss, of the well known firm of Schroder, Reiss & Co., although on his maiden trip to Havana, has, however, the advantage of being accompanied by Henry F. Stoch, of St. Paul, and therefore after posting himself, has purchased quite extensively already.

Leonard Friedman & Co. sold 300 bales of their choice Vuelta Abajo Escojidas to city factories and some old Remedios to Northern buyers. Their packings in the Vuelta Abajo are on the point of finishing up its work this week.

Gonzalez, Mora & Co's "El Miragua" is almost O. K. again, and attends to the receipts of their purchases from the country, as well as to the supervising work of their stripping factory, as if nothing had happened to him.

Loeb, Nunez Havana Co. sold and shipped 150 bales of Remedios.

Garcia Vega and Carcabor are busily at work here in their new stripping place, San Miguel, No. 73, as the calls for stripped fillers from their factories in New York and San Augustin are very urgent, thus indicating a flourishing business in the north.

A. M. Calzada & Co. disposed of 150 bales of Vuelta Abajo and Remedios.

Antonio Suarez turned over 150 bales of Vuelta Abajo and Partido.

I. and P. Castaneda sold 200 bales of their fine Escojidas of Vuelta Abajo and Partido.

Sam. I. Davis purchased 600 bales of Vuelta Abajo and some Remedios for his New York factory, besides his previous 2000 bales of Vuelta Abajo for his "El Sidelo" factory in Tampa.

Suaviz Hermo are on the point of closing some heavy deals.

Receipts of Tobacco from the Country.

	Week Ending Sept. 19.	Since Jan. 1.
	Bales	Bales
Vuelta Abajo	2,063	141,583
Semi Vuelta	682	5,979
Partido	1,383	40,205
S. Clara & Remedios	3,645	57,712
Santiago de Cuba	338	3,338
Matanzas	—	127
Total	8,101	248,944

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of High Grade Domestic
Cigars
Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 150,000 per Day. Prompt Shipments Guaranteed.

BON TON CIGAR CO.
Manufacturers of the
El Dorado de Habana CIGAR
Reading, Pa.

Correspondence with the Wholesale and Jobbing Trade Invited.

KAUFFMAN BROS.
Manufacturers of
High-Grade Nickel Cigars
LANCASTER, PA.
CROOKED TRAVELER—A Cigar of Special Value
PRINCE VICTOR—A Five-Cent Leader
Correspondence with the Wholesale and Jobbing Trade Invited.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers In the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of

Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.

READING, PA.

GEO. W. WERT & CO.

MANUFACTURERS OF

High Grade Union-Made Cigars

No. 14 North George St. *York, Pa.*

UNION PLANTER 5-cent Cigar is Our Leader.

TEXAS TOBACCO TRACTS

Write for Full Information to....

"Millions for Farmers"

So Says Secretary Wilson, U. S. Dep't of Agriculture

Exhaustive tests prove that the finest grade of... CUBAN LEAF Filler and Wrapper can be grown in East Texas on line of the

SOUTHERN PACIFIC

Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.

T. J. ANDERSON, General Passenger Agent, Houston, Tex.

Lancaster Cigars Go Far.

Two Hundred Thousand Shipped to New Zealand by One Concern.

Lancaster, September 29, 1903.

Heavy sales of 1902 tobacco continue. Several large New York buyers put in an appearance last week, and their purchases, added to those of buyers from other localities, run up the sales to 3183 cases, as against 750 cases for the corresponding week of last year. If the unreported sales could be learned it would be found that 4000 cases would be about the true sales of the week. There are a number of dealers who refuse to make known their sales or purchases. The heaviest sale of the week was made by C. W. Bitner & Co., who sold 1000 cases of 1902 leaf to J. Gust Zook, of Lancaster, representing the New York house of E. Rosenwald & Bro.

It is no news to the trade to be told that the 1901 crop was a poor one, but it may be worth knowing that over twenty thousand cases, over a third of the crop of Lancaster county, is still in the hands of the first dealers, cased away in warehouses. On the other hand, very little of the 1902 crop remains in the hands of first dealers, with the exception of manufacturers who laid in a big stock for future use.

Nearly all of this year's crop has been housed. Last week there was some good tobacco weather, which greatly helped belated fields, but there were not many such fields, for the growers had been more anxious to get their crops under cover than to wait for further maturing, being in fear of frost.

The cigar manufacturers, generally, appear satisfied with trade conditions, and to have plenty of work. At the factory of S. R. Moss & Co., one of the biggest in this county, it is stated that trade is better than for the past two or three years, at this season.

B. F. Newswanger has increased his working force in order to meet the demands for his special Senator Quay brand. He is pleased with the fall trade outlook. One of his representatives, M. G. Evans, has returned home from Philadelphia well satisfied with the bunch of orders he secured.

The huge new tobacco warehouse of M. G. Engle, on North Prince street, above Lemon, is nearly finished. It is a durably built structure, four stories, of brick, above a limestone basement. The building is 40 by 240 feet, and will store ten thousand cases of tobacco.

L. E. Ryder is not only running full handed, but at night, and is working hard to get out his orders for his special brands, the Hamilton, a ten center, and Reliability, a nickel smoker.

The Federal Cigar Company, of Lancaster, shipped to Auckland, New Zealand, last Thursday, 200,000 cigars, which will sell there readily at ten cents apiece, though a cheap grade cigar here.

Among recent visitors to Lancaster were: B. Regensberg, of Hinsdale Smith & Co., New York; Max Bamberger, of L. Bamberger & Co., Philadelphia; Robert Fox, Baltimore.

York County Factories Closed.

Must be Idle Six Months Because of Sales at Too Low Prices.

York, Pa., Sept. 28, 1903.

Labor troubles continue to be the "source of all the ills" of the manufacturers here at the present time. Following the recent trouble in Windsor came an agitation in a large factory in Dallastown, which resulted in a raise in wages. The Dallas Cigar Company, of Dallastown, contemplated the opening of a large factory in Windsor on the 1st of October, but the recent labor troubles and the scarcity of workmen have discouraged the officers of the company, and it is more than probable the project will not materialize.

Charles Doll, recently sentenced to three years' imprisonment for the theft of a bale of Sumatra from George A. Kohler, in Yoe, has had his sentence commuted to two years on the strength of a physician's certificate setting forth serious nervous trouble.

D. F. Saylor purchased the Monarch Cigar Store on North street from Shearer & Lichty last week, and is now conducting the business.

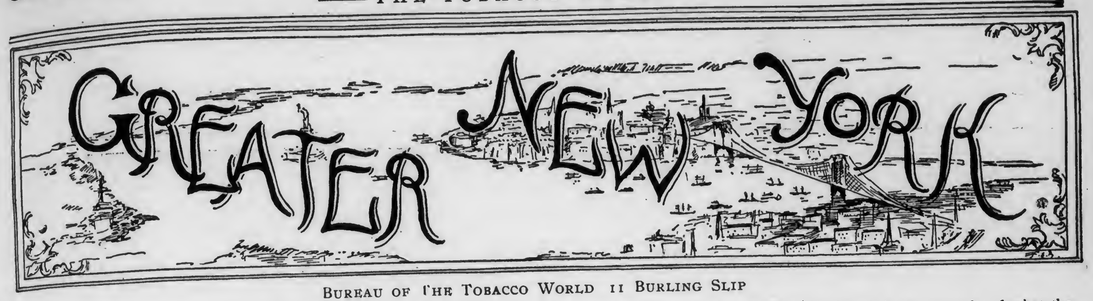
The cigar factories of George Winters, at Jacobus; that of the E. S. Egger Company, known as the Hanover Cigar Company, at Hanover, Pa., and C. S. Garman's, at Denver, have been closed on account of alleged violations of the cigarmakers' union rules. These factories, by action of the union, are forbidden the use of the union label for six months, during which time they cannot operate as union factories. The charges are based on information as to the selling of cigars under the minimum price prescribed by the union.

CHRISTIAN PEPER DEAD.

Christian Peper, the pioneer tobacco merchant of St. Louis, Mo., died at his home in that city, of pneumonia, September 26, aged 77 years. Mr. Peper was born in Germany, but came to this country in early youth and settled in Kentucky where he engaged in the tobacco business. He went to St. Louis in 1842 and was a successful man from that time up to the day of his death.

—Hereafter no cigarette smoker will be allowed to attend the city schools in Kenosha, Wis. Principal Hamilton has issued an edict ordering the expulsion of all "cigarette fiends," and his action will be supported by the board of education.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York



BUREAU OF THE TOBACCO WORLD 11 BURLING SLIP

"I advertised for cigarmakers in seven daily papers, English, German, Bohemian and Jewish, last week," said one of the best known cigar manufacturers of this city the other day, "and I didn't get a single application. I am puzzled to know what it means. Mine is a non-union shop but so is every other large factory in the city, excepting B. Feifer & Co.'s, but that has nothing to do with it. I treat my people as well as any employer can possibly treat his; I pay the highest scale of wages and I have been in business for over thirty years. My inability to get workpeople as I need them is inexplicable to me. Other factories, as large or larger than mine, must have the same difficulty to keep their benches full, and yet the manufacturers of the United States are turning out an average of 600,000,000 cigars a month. Now, what I want to ask is this: granted that the bulk of this vast number is made in the big factories how many are made by the teeny-weeny fellows who, deserting their employment in the regular shops, start out on their own hook with a few pounds of tobacco and peddle their cigars around among their friends? The aggregate of the cigars made in this way must be very large, and among those who produce them the next generation will find its big men, fellows who are now working in poverty and obscurity but who are all the time learning how to make cigars and how to sell them, which latter is the main thing.

"The average output of cigars in the United States being about 600,000,000 I cannot understand why my friends, the cigar box manufacturers, are constantly grumbling and complaining. According to them business is on the bum for fair. Can it be that box-stuffing is so universally the practice that there is no normal demand for new boxes? Or do my friends complain when really they are more prosperous than anyone else? Some day when my shop is completely empty of workpeople, I am going to take a week off and investigate this interesting subject."

***

Sam Heyman, of Heyman Bros. & Lowenstein, returned on the Kaiser Wilhelm on September 22 from a three months' vacation in Europe.

Pittsburg, as all good Pennsylvanians know, is one of the four great cigar markets of the United States. Pittsburg itself is not much bigger than one of the East Side wards of New York city, but it is vastly richer and is surrounded by tributary towns and villages each of which boasts a population of well-to-do and cultivated people whose bright intelligence is in sharp contrast with the grimy central city from which they draw their prosperity. The total population of Pittsburg and the towns and villages allied to it is over 1,000,000 and those who are best informed on the subject say that the average of wealth among this 1,000,000 is higher than it is among any other 1,000,000 of people all compacted together as at Pittsburg, in the world. It is because these things are so that Pittsburg and the neighboring towns are so liberally placarded with cigar advertisements. The bill-posters of Pittsburg are so rich that they are building apartment houses for other people to live in. He is a poor bill-poster in Pittsburg who doesn't have at least four $5,000 a year clients among the cigar manufacturers of New York city or Philadelphia.

For years now the Pittsburg bill-posters, of course by the direction of their employers, have been devoting almost exclusive attention to the exploitation of nickel cigars but it is possible that very soon billboards in their territory will blossom out with advertisements of ten cent brands. Anyhow, the bill-posters of Pittsburg are going to keep on prospering.

***

Gossip has it that the United Cigar Stores Company will close every cigar store it is now operating in this city which does not do an average daily business of at least $100.

***

Gabriel Agoston, of M. L. Herzog & Co., growers and importers of Turkish tobacco, sailed on September 26 for a visit to his firm's headquarters in Budapesth.

***

The reception accorded by the Western trade to E. W. Bolenius, the veteran leaf traveler now representing E. Spingarn & Co., has been most cordial as is proven by the large number of orders received from Mr. Bolenius for his firm's fine Sumatra.

Among the out of town visitors to New York last week was Charles H. Platter, of the Waples-Platter Cigar Co., of Dallas, Texas.

***

Henry H. Heert, of the Knickerbocker Cigar Factory, has returned from his month's stay at Mt. Clemens, Mich.

***

The Packing Machine Co., of New York city, to manufacture machines for cigar packing and other purposes, has been incorporated with a capital of $200,000 by Adolfo Lopez, Edee Castillo and Robert C. Durland.

***

It is rumored that Special Treasury Agent John Curtis, who has been so commendably active of late in the arrest of Sumatra smugglers, is to be made head of the service in this city.

***

The firm determination of the cigar smoking public to be entirely fair to all parties concerned is made manifest by its treatment of the fine cigar stores of this city and of other cities. Those stores which handle solely the brands of one corporation appear to have tough ploughing. It is a matter of general comment that a certain very gorgeous store in this city, handling exclusively one line of goods, appears to be doing a very light business, whereas a certain other fine store, which sells anything a customer chooses to ask for, drives a rushing trade from early morning until late at night. The public seems to want variety, and that retailer is wise who makes it his concern to carry, as large and as varied a stock as the market affords.

Henry Straus in his fine new store in Cincinnati is an example of what the man who would succeed must do. Mr. Straus carries a full line of all the advertised brands of cigars, trust and anti-trust, and this plan is turning out wonderfully well.

***

Henry E. Pyke, of M. Foster & Co.'s traveling staff, returned last week from the most successful trip he has ever made to the Pacific Coast.

***

One Goddard, Republican "leader" in the 20th Assembly District, had a number of retail cigar store keepers of his district up before a police magistrate on September 28 charged with the heinous offense of having their wooden Indians taller than the regulation five feet permitted by the city ordinance or with having the figures farther out on the sidewalk than two feet from the building line. Every man brought to court on Mr. Goddard's complaint was discharged. All the same, each of them was kept in court nearly a whole day. Goddard was simply trying to punish those who will not vote the republican ticket at the Fall election. The 20th Assembly District is a Tammany stronghold. Petty revenges of this kind are of common occurrence at election times in this city, but this is the first time that the harmless wooden Indian has served his several masters such a scurvy trick as causing them to be hauled to a police court.

—The Tri-State National Union of Stogie makers will hold its annual meeting next year at Marietta, Ohio.

—At the recent annual session of the Western Yearly Meeting of Friends, in Plainfield, Ind., 105 of the women admitted that they used tobacco.

Model Tobacco Warehouse.

Scattered all through the tobacco growing sections of Pennsylvania are leaf tobacco warehouses, some old and dilapidated and others new and thoroughly appointed. Typical of the latter class is that of J. W. Brenneman, of Millersville, a picture of which is here published.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA

HAVANA TOBACCO COMPANY
111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Yncian	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguedad
La Flor de Naves	El Aguila de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murias
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estella	J. S. Murias y Ca.
	H. de Cabanas y Carbajal.	

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

L. J. SCHOENER. CABLE ADDRESS "TACHUELA"
L. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

LEOPOLD SCHMID FRANK LANGE
L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ELIOS SMITH
NEW YORK.

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

PHILADELPHIA

SEVEN-OUNCE CIGARS.

At the Bullitt Bulding Club Room, last Wednesday evening, Frank Domingues, of Domingues Brothers, celebrated his fiftieth birthday anniversary by giving a reception to a party of friends, which included E. A. Calves, Edward Frau, of Frau & Pena, and M. Hernandez. Fine Spanish wines, and cigars weighing seven ounces each, were served.

CONVICT-MADE CIGARS.

Officials of labor organizations with which cigarmakers are connected have begun an investigation into the conditions at the Eastern Penitentiary which affect their interests. There has been so much looseness of management, to say nothing of downright rascality, at that institution, that they have good reason to believe that the law providing that all cigars made there shall be branded "convict made" has been systematically violated. Jas. De Bruyn, Secretary of the Blue Label League of Pennsylvania, represents that organization in the present investigation, and has also been anthorized to act for the American Federation of Labor. He is to have the assistance of James Wood, the International Agent of the Cigarmakers' Union.

SUNDAY CIGAR-SELLING.

In the past three weeks there has been a gradual increase in the number of prosecutions for Sunday cigar-selling, the increase being from twenty-eight to fifty seven, to sixty-four. The last-named was the number of cases last week, and of the total amount paid, $96 came from the Central Business Men's Protective Association, which now assesses as well as collects dues from its members. Last week's docket follows:

Samuel Axelrod, 416 South 10th.
H. W. Allen, Franklin and Cumberland.
G. W. Bogert, 2927 Kensington av.
A. Rice, 534 York.
M. Blumenthal, 533 Girard av.
H. Boyle, 3137 Kensington av.
A. H. Beale, 2401 Palethorp.
James Boyce, 2829 Kensington av.
Jacob Baupain, 1008 Girard av.
Charles Drehr, 812 Girard av.
John Bryson, 426 South 20th.
F. P. Bergmann, 626 Girard av.
Frank Cassidy, 2719 Kensington av.
J. Choderton, 2959 Kensington av.
Frank Coates, 2902 Kensington av.
James M. Clabby, 4669 Frankford av.
C. F. Cheerles, 4528 Frankford av.
H. W. Dillon, 434 York.
E. Dickerson, 47 South 17th.
Charles S. Daugherty, 1536 Market.
H. G. Deardoff, 638 York.
Gus. Fisher, 1121 Girard av.
Morris Rosso, 2407 Kensington av.
George Goebel, 4532 Frankford av.
H. Goldsmith, 1202 Girard av.
Tobias Gordey, 701 S. Broad.
J. E. Dougherty, 410 South 20th.
M. Haughey, 2362 Hope.
M. Heppe, 805 Girard av.
John Herbach, 4264 Frankford av.
M. Jacobs, 2500 Kensington av.
John Sloughter, 4349 Frankford av.
Maggie Craig, 2625 Kensington av.
W. M. Kroninger, 10 South 19th.
John Kruger, 622 South 20th.
Christian Levey, 4364 Frankford av.
H. Lohr, 2362 Germantown av.
J. F. McMullan, 433 North 19th.
J. McClure, 20 South 19th.
H. Norton, 4254 Frankford av.
Jacob Navisky, 1701 South 19th.
H. Nubbemayer, 2108 South
Jos. J. Toland, Oxford Pike & F'kf'd av.
James S. Taggart, 2553 Kensington av.
E. Terry, 2400 North Fairhill.
Augustus J. Town, 2008 South.
Samuel Radis, 521 South 20th.
Henry G. Reiter, 2362 North 6th.
L. Schmidt, 525 Girard av.
J. G. Storrie, 1031 Girard av.
A. Shipton, 2966 Kensington av.
M. V. Slavin, 4540½ Frankford av.
H. W. Skiva, 2358 Germantown av.
Charles Schmelz, 2627 Kensington av.
D. Stewart, 627 Grey's Ferry av.
L. Schmidt, 1919 South.
Charles Souder, 2429 Kensington av.
Thomas Wilde, 4334 Frankford av.
J. C. Wilson, 1131 Girard av.
Paul Zuest, 433 Girard av.

CHEAPER BOX MATERIAL.

The cigar box makers, and particularly the dealers in cigar box lumber, are interested in the projected new ship line between Philadelphia and New Orleans. It is settled that the new line is to start and it is hoped by the cigar box men that they will thereby be enabled to secure cedar for cigar boxes much cheaper and in larger quantities. The cedar is now brought from the south in a round-about and expensive way, and it is hoped the new water route will affect matters favorably.

INFORMERS ACCUSED.

Three of the agents employed to collect evidence by the Sabbath Observance Association have been complained of for perjury by Philip Tunis. Charles Parnell has been held and S. L. Biddle and Albert Hoover are awaiting hearings before Magistate Eisenbrown. Hoover is also to appear before Magistrate O'Brien on a charge of "engaging in worldly employment" on Sunday.

CHANGE OF LOCATION.

Hipple Brothers will, on October 10, move their leaf tobacco business from 136 N. Third street to 231 Arch street. Three years ago they removed to their present location because in need of more room for their growing trade and the same cause leads to the removal to occur soon.

CIGARETTE LAW FINES.

Enforcement of the law prohibiting sales of cigarettes to minors has been begun in Philadelphia. On Monday of this week Magistrate Stratton had some twenty-five cases of this kind brought before him. He dismissed some of the cases, and in others he imposed fines of $10, $12 and $15. The evidence was obtained by an agent of a Germantown organization who employed a sixteen year old boy to enter stores and buy cigarettes.

ATTACHED GOODS SEIZED.

Up at the farther end of the leaf tobacco section of North Third street, at the place of business of C. D. Jones, there was something of a scene a few days ago. C. E. Bowers, who now travels for Mr. Jones, formerly traveled for J. P. Wolf, of Dayton, O., and holds against the latter an unsatisfied claim of $255 for services and traveling expenses. This claim was secured by an attachment on about $300 worth of tobacco stored at the Jones warehouse. Last Saturday morning Wolf appeared there with a lawyer and porters and a dray and demanded possession of the goods. Bowers refused and started out to find an officer. During his absence about $200 worth of goods were removed, but he returned in time to save the remainder from removal.

MERCHANTS AND TRAVELERS.

Although as yet no special attempt has been made to interest leaf tobacco dealers and cigar manufacturers in Philadelphia's new trade organization, the Merchants' and Travelers' Association, there is little doubt that both those interests will be included when organization shall have been perfected. Subjects which are expected to receive the attention of the association include these:

Passenger rates.
Passenger excursions.
Passenger discriminations.
Freight rates.
Freight discriminations.
Freight claims.
Freight rates, furnishing same for contributors or members.
Freight routings for contributors or members.
Freights, legal questions as to claims.
Freights, goods refused by consignees F. O. B. or freight allowed.
Express rates.
Parcels post.
Interchangeable mileage.
Classifications.
Co-operation with other mercantile bodies.
Assisting and promoting entrance of other transportation lines, rail or water.
Advertising trade interests of city.
Membership based on value of business.

MOSTLY PERSONAL.

One hundred cases of Wisconsin is one of the recent sales made by C. E. Bowers for C. D. Jones.

W. J. Dallas is the proprietor of a new cigar store at the corner of Fifteenth and Brandywine streets.

E. A. Calves & Co. have done so satisfactory a business the past week that the dull conditions earlier in the month are fully compensated for.

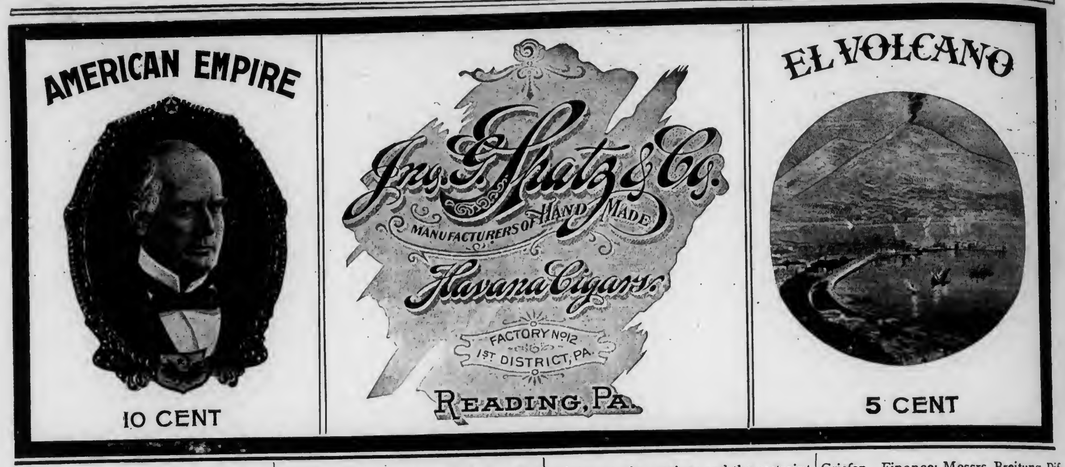
Bacharach & Strauss, of the El Basco Cigar Factory, at 137 Market street, are to dissolve partnership January 1, the senior member of the firm withdrawing.

Julius Hirschberg & Brother are receiving good orders through M. B. Arndt who is now in Chicago. Harry Bowers, traveler for the same house, is on a short trip up the state.

Broomall & Wogan, who recently withdrew from the cigar business, have returned to their former occupation, having bought out John Diaz on Tenth street above Chestnut.

Samuel Klopp, a wellknown cigar manufacturer of Richland Station, Pa., was a visitor in the local leaf market this week. He was accompanied by his son, Milton J. Klopp.

A. M. Lake is covering New Jersey this week for George Burghard and will devote next week to Pennsylvania. Mr. Burghard is now ready to fill orders of



any kind, having just added to his supply of 1901 Havana, first capaduras.

At the last Sumatra inscription B. Labe bought 190 bales for B. Labe & Sons; Leopold Loeb & Co. bought 150 bales, and Adolf Loeb bought for K. Strauss & Co. B. Labe is expected home next month from Europe, where he has been since April.

John E. Plummer, recently with Young & Newman, has established an office at Arch and Water streets, where he represents the Havana importing house of Gustav Salomon & Co. and the Sumatra importing and Seed Leaf packing firm of G. Falk & Brother.

Since the incorporation of the Empire Leaf Tobacco Co. Ltd., large additional quantities of goods have been placed in its warehouse, including one purchase of over 600 cases of 1902 Pennsylvania Broadleaf, made last week by Samuel Grabosky.

F. Eckerson & Co. will soon receive their friends in enlarged and elaborately fitted offices, an addition of about fifty per cent. of space providing additional room for the cashier and bookkeeper and for the private quarters of the members of the firm.

John T. Dohan, of Dohan & Taitt, expresses the opinion that manufacturers cannot wisely delay buying all the binders they will need, as Wisconsin must be relied on this year for a very large proportion of the supply and prices will materially advance before long.

John B. Creagh, of the new Loeb-Creagh Havana Co., is already doing a lively business in Havana, particularly in very fine wrappers; and the Loeb-Swartz Tobacco Co., in Philadelphia, is also prospering, having done three times the usual business in the past month, with plenty of orders still in sight.

With George W. Newman hustling in the West and with his partner hustling in Philadelphia, these are lively times with Young & Newman. Large sales of the 1902 Pennsylvania crop and other goods have been made in Chicago and St. Louis by Mr. Newman, who now is giving his attention to Louisville, Ky.

The Liberman Mfg. Co. has issued a novel and attractive booklet containing photographic blue prints on cloth showing in detail the Liberman cigarmaking machinery and tools. The more cigar manufacturers know about the products of this concern the better will they be able to satisfactorily equip their factories.

B. Greenberg, Philadelphia manager for the United Cigar Stores Co., says that the story that two more of the company's stores in this city are to be closed is absolutely without foundation. One of the two stores the company had on Eighth street has been closed, as the two were only a block apart, but the five others are open and there is no intention of closing any one of them.

Stewart, Newberger & Co. are selling all the Rugby and John Hay cigars they can make and the same would be true if they had fifty more factory hands than they have, for the scarcity of cigarmakers prevents them from filling all the orders which B. Beecher, Jr., in Western Pennsylvania and New York, C. M. Pleasants in Virginia and the Carolinas and their other travelers are furnishing.

PHILADELPHIA LEAF MARKET

All things considered the market is in good condition, although few, if any, large sales are reported. There is so much competition that manufacturers can save very little by buying a stock which will last them many months; consequently business continues calmly and steadily.

EXPORTS.

Liverpool—15 tcs. tobacco strips.
Antwerp—34 tons tobacco.

CASE POSTPONED.

The case of the Universal Tobacco Company, in which a motion for the appointment of a receiver and the restraint of the issue of $1,000,000 is asked, has been postponed until the New Jersey Court of Appeals has rendered a decision.

EXECUTION ISSUED.

An execution has been issued against the Excelsior Consumers' Cigar Company of 19 Front street and 124 and 126 Broad street, New York, for $4,093, in favor of John Schreyer for balance due on a note of the company for $4,836, made on December 3, 1902, payable to the order of Fritz Lindinger, the treasurer of the company. The company was incorporated in March, 1902, with a capital stock of $25,000, and the business was conducted, it is said, on the co-operative plan, the stockholders taking most of the output.

National Association.

The next annual convention of the Cigar Dealers' Association of America will be held in Chicago. The new officers are: Robert E. Lane, of New York, president; Chas. J. Holton, of Detroit, first vice president; R. G. Fisher, of Minneapolis, second vice president, and T. J. Donigan, of New York, third vice president. Executive Committee: Messrs. Breitung, Diffley, Leopold, Dolan and Griefen. Finance: Messrs. Breitung, Diffley, Leopold, Donigan and Dolan.

Growers' Request Denied.

The committee of the Burley Tobacco Association of Lexington, Ky., has returned from New York, after a conference with James B. Duke, President of the Continental Tobacco Company, which buys 65 per cent. of all the tobacco of the United States. The Burley Association is composed of 25,000 tobacco growers. They asked Mr. Duke to take their contracts at eight and a half cents of an increase. He declined. As a result it is probable that an independent warehouse will be established.

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

THE FIRM OF LEOPOLD POWELL & CO., composed of the undersigned, has this day been dissolved by mutual consent.

Messrs. Leopold Powell and William J. Hazlewood, who will continue the business under the same firm name, have assumed all debts and obligations of the dissolved firm and all outstanding accounts of the dissolved firm have been transferred to and are payable to them.

LEOPOLD POWELL,
WILLIAM J. HAZLEWOOD,
JOHN JACOBS.

New York, September 15, 1903. 9-23-1t

BOOKKEEPER or OFFICEMAN, (German) thoroughly experienced, with highest references, is open to position where knowledge, brains and willingness will be appreciated. Leaf House or Cigar Factory preferred. Address A. K., Box 26, care of The Tobacco World. 9-30-3

FOR SALE—The finest located Cigar Store in Cumberland, Md., doing a nice cash business—15,000—usually cash sales; established 20 years; stock in trade, 250,000. Address J. W. KUHN, 74 Baltimore St., Cumberland, Md. 9-16 1m

WANTED.—Experienced cigar salesman, by an up-to-date Ohio factory making a full line of goods from $10 upwards, Address A, care of The Tobacco World, Philadelphia. 9-30-3t

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

Cigar and Tobacco Factories
are Earning Fat Dividends when Located in Seaboard Territory.

The Seaboard traverses from end to end the tobacco belt of the South, and a location can be given you from which within a radius of one hundred miles you can draw every grade of tobacco, including the finest Shade Grown Sumatra.

If you want to come South for any reason ask for our literature; if you want to locate a factory ask for our special proposition to manufacturers.

J. W. WHITE,
General Industrial Agent, Portsmouth, Va.
SEABOARD AIR LINE RAILWAY.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in Leaf Tobacco
Lancaster. Pa.

J. W. BRENNEMAN,
Packer of and Dealer in
Leaf Tobacco
MAIN OFFICE,
Millersville, Pa.

United 'Phone: { No 931 A, Millersville / No 1803, Lancaster.
Lancaster Office, 110-112 W. WALNUT STREET

THOS. R. DECKER
YORK, PENNA.

MANUFACTURER OF
Sweet Damsel, D. & S.
High Grade Medium Priced
Cigars
For the Wholesale and Jobbing Trade.
Correspondence invited.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

IRREGULAR PAGINATION

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1865—

JOHN SLATER & CO.

MAKERS OF **Lancaster, Pa**

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO Lancaster, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, **Moundsville, W. Va.**
Jobbers, Write for Samples.

Hannibal Hamlin
High Grade
Seed and Havana Cigar.
Celebrated Everywhere. None Better

Different from all. Have you noticed it?
Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.
Makers,
YORK, PENNA.

HIGH-GRADE CIGARS
Manufactured by
A. W. Zug,
East Petersburg, Pa.
We Employ No Salesmen
All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

IMPORTANT NOTICE

A recent threatening circular sent out to the cigarmakers of the country by the Miller, DuBrul & Peters Manufacturing Co. is a remarkable document
A **Valid** patent secures an inventor a **Monopoly** for seventeen years. For that time a valid patent is better than a **Trust**, because it is lawful.
The gentlemen composing said company claim in their circular that, beginning 30 years ago, they have taken out 149 patents, but they don't state how many of the 149 are now alive. A patent issued 30 years ago has been dead for **13** years.
We made the same style of mold ten years ago that we are making to-day. Why do they resort to **Law Suits** at this late day? The answer is easy—Simply because their patents are no longer a protection! Congress gives an inventor **A Monopoly for Seventeen Years,** but only in return for his promise to let the public have free use of his invention at the end of that time. The Miller, DuBrul & Peters Manufacturing Co has no live valid patent to-day, and it does not want to keep its promises made to the people through Congress over 17 years ago. **It has no lawful Monopoly and so it is now hungry to be a Trust.**
After a "live and let live" career of thirty years, **it now proposes to kill off competition by using the courts as a club.** It wants to use **Injunctions** and in this way gain the power of a **Trust.** The cigarmakers know the class of people who **Resort to Injunctions.**
The Trust will push the price way up and force you to pay it. No injunctions will be issued against us. **We have made the Best Cigar Mold on the market for years, have infringed no patent, and won't be bluffed out of business. We are in business to stay and will fight any suit brought against us, and we will protect all users of our Molds.** We have employed the best legal talent to protect us and to save the public from the forming of this Trust, and we propose to see that Messrs. Miller, DuBrul & Peters keep the promises they made to the people at the time their patents were granted.
To our customers we say: Stand pat. Don't worry. Send all threatening notices you receive to us, and we will put them to good use.

The STERNBERG M'F'G CO., 1702--12 W. Locust St., Davenport, Ia., U. S. A.

New Factories in Reading.

Pennsylvania Tobacco Works, Inc., to Begin Operations Soon.

Reading, Pa., Sept. 28, 1903.

Robert P. Flowers, for many years employed as salesman for George Green, leaf tobacco dealer and butt manufacturer, has resigned to accept a lucrative position with a Philadelphia house. Mr. Flower has been succeeded by John T. Taylor.

A large two-story brick tenant dwelling at Charming Forge, on the farm of George H. Valentine, cigar manufacturer at Womelsdorf, was burned to the ground last week.

Ibach & Rader, cigar manufacturers, at Newmanstown, are putting up a large new three-story frame building to be used as their cigar factory. Increasing business necessitated the work.

Howard W. Reigel, cigar manufacturer and proprietor of a retail cigar store here, has engaged in the leaf tobacco business, and has already built up a nice trade. He is at present on an extended business trip through Eastern Pennsylvania.

Thomas A. Anderson, of Lancaster, has been granted a patent for a cigar bunch-cutting machine, through his attorney, Ed. A. Kelley, of this city.

James L. Trexler, of this city, purchased the goodwill, stock and fixtures of the Palace Cigar Store and pool room at Womelsdorf, and took possession last week.

Edward Ganter has purchased Crouse & Co.'s cigar factory on North Tenth street, beyond Washington. The part of the lot facing Tenth street is, with the factory, 20 by 110 feet, and the dimensions of the rear lot are 40 by 120 feet. The building is four stories high and 20 by 60 feet. It is equipped with elevators, etc. Mr. Ganter has also purchased a portion of the cigar factory stock. He has not yet decided what he will use the building for, but will probably utilize it as a butt factory.

Thomas P. Moore, proprietor of Moore's Corner Cigar Store, is quite a poet. This is evidenced by the many catchy stanzas which frequently appear in his show windows, and which are all of his own composition.

The American Match Company's plant here resumed operations last week after an idleness of three weeks. The managers have contracted with two large out-of-town concerns for the entire output.

Jonathan Neff, cigar manufacturer at Robesonia, Berks County, reports business very brisk and is sending a large block of his output to the West. The cigar box factory of Bellman Bros., at the same place, is also very busy. The firm recently put in position in the factory a new engine and other machinery. They employ 15 hands on full time.

Jerome C. Lengel, of the firm of Lengel & Ernst, cigar manufacturers, has returned from a successful business trip through the coal regions.

W. E. Bertram, representing Kline, Hoffer & Co., cigar manufacturers, of Phillipsburg, N. J., was here last week.

The closing accounts of the Heidel Tobacco Company, 42 Reed street, have been filed with the Deputy Revenue Collector at the Post Office Building, the Heidel Tobacco Company having sold out fixtures, brands and good will to the Pennsylvania Tobacco Works, Inc., which has filed a bond preparatory to entering upon the manufacturing of chewing and smoking tobaccos in this city. It is expected that the new company will soon be comfortably installed in the old Crouse Building, 128 North Tenth street. The company has engaged Miss Margaret Heidel and her sister Catherine, both of whom will be employed in the business.

Changes in California.

Old Concerns Abandon Business and New Ones Start In.

Bureau of The Tobacco World, 230 California St.

San Francisco, September 22, 1903.

The retail cigar business has taken a quiet turn and considerable complaint has arisen on account of developments in this direction during the past week. The wholesale trade although still very dull is showing some signs of improvement. Money has begun to circulate after the harvests and trade is naturally running better in the interior sections.

A report of the changes in the factories along the Coast during the past month is given as follows: New factories—E. Eisner, located at 309 Clay street, San Francisco; J. M. D. Goldstein, San Pedro, Cal.; M. Jelinsky, 1368 Eleventh avenue, Sunset District, San Francisco; Frank H. King, Santa Barbara; The National Cigar Company, 322 Commercial street, San Francisco; H. Lundow, 4018 Clintock avenue, Los Angeles; H. Frisch, South Hartman Place, San Francisco; Charles C. Fleck, San Luis Obispo, Cal.; I. Goldberg, 358 Ninth street, Oakland; F. Sabin, 170 Shipley street, Oakland; Fred Mayfield, 1000 Market street, San Francisco; E. Spieck, Modesto, Cal.

These factories which are reported to have discontinued are given as follows: A. R. Gray, Los Angeles; M. E. Lowry, Watsonville, Cal.; I. McNeill, Modesto, Cal.; J. Breen, Oakland; J. C. Brault, San Francisco; Bernard London & Co., Los Angeles; F. L. Broecker, Oakland; S. Cohen, Oakland; M. Dreyer, Oakland; G. W. Hammerly, San Francisco; Walter E. Kelly, San Francisco; C. J. C. Muller, Stockton, Cal.; Nee On Loong Company, San Francisco; M. M. Packer, Stockton, Cal.; E. Peiffer, Stockton, Cal.; F. E. Riechard, Los Angeles; J. A. Schweitzer, San Jose, Cal.; The San Pedro Cigar Company, San Pedro, Cal.; William Walter, Ward & Hale, Los Angeles; M. R. Mootz, Fresno, Cal.

Removals of cigar factories which have occurred during the past month are: A. Dinslage, to 2750 Folsom street, San

Established 1870 Factory No. 79

S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced
Correspondence, with Wholesale and Jobbing Trade only, solicited.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

A sure cure for Dry Cigars and Tobacco.

A cure for foul, slimy, Sponge, Cotton and Felt.

The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy, and poisonous, that which no smoker should suck and inhale.
Nos. 1 and 2 represent show case moisteners (for every 5 feet) to hang above the retail stock.
No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities.
No. 2 for tobacco pails. No. 4, Pans 14x12x2 to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 17x17 for each wall case shelf; 8x18x40 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.
O. R. RICE & CO., 103 East 14th Street, NEW YORK.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON, Factory Representative for Penna. 1133 Ridge Avenue, Phila.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Mt. Carmel Cigar Manufact'g Co.
Manufacturers of Fine Havana and Domestic **Cigars**
Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUFF, JR.,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis; Frank V. Miller, 206 North Queen street, Lancaster, Pa; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn; James L. Day Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST **Lithographers,** CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf **Tobacco**
East Petersburg, Pa.

Francisco: Quong Hing Yick, to 620 Dupont street, San Francisco; A. Grazier, to 1208 Seventeenth street, East Oakland; L. Schneider, to 32 Moss street, San Francisco; E. Herezel, to 1430 Market street, San Francisco; L. Y. Williams, to 14 Prospect Place, San Francisco; Horn Bros., to 1125 Market street, San Francisco.

Among the cigar dealers who have been in San Francisco during the past week or two taking in the sights and in some cases doing a little business are: J. E. Meyers, of Fresno, Cal.; C. J. Hass, Stockton; J. O. Peterson, Los Angeles, Cal.; J. C. George, Modesto, Cal.; F. H. Stanley, Sacramento, Cal., and M. Clark, of Stockton.

Mel Hoffman, a traveling representative of M. A. Gunst & Co., has returned from a trip throughout the northern sections of California and says that the trade along the Coast is improving. The present deal which the company has on the Owl cigar is, he reports, taking much better than the former deal and customers are stocking heavily. The new shapes of the General Arthur cigar took effect immediately with the trade. The firm done away with the Caballero Fino $67.50 size and have substituted the full size Caballeros, formerly $70. S. Blumenthal is at present in the southern territory and has been hustling up good bunches of orders.

Charles J. Castillo, with V. Martinez Ybor's Sons' Company, was in San Francisco last week visiting his friends here and working up business for his house.

There has been a little excitement on the Coast division of the Southern Pacific Railroad between Salinas and San Francisco during the past week. Several brakemen have been arrested for breaking into cases of cigars in the freight cars and selling the stolen goods. Two of the brakemen, who were the prime offenders, made their escape and have not been captured.

Max Schwartz, an old cigar dealer, of Napa, Cal., has recently fitted up one of the most modern retail stores in the interior part of California, using hard finished oak and modern glass show counters. The floor has been tiled, and the whole store is thoroughly illuminated. In the back he has fitted up comfortable club rooms for his patrons.

Robert Graham, of Los Angeles, Cal., is making preparations to go into the leaf tobacco business in that city.

Griffin's cigar factory in Nevada City, Cal., has recently increased capacity to meet the heavy demand for cigars that have been coming in from the Tonopah mining district.

Tom Berry's new American cigar store is now occupied by the owner in Petaluma, Cal., and is fitted up with the latest conveniences.

The cigar store of Taylor & Graham, Olympia, Wash., will hereafter be continued by Mr. Taylor alone.

Experiments in the culture of tobacco are to be carried on by Mr. Conter in Honolulu T. H. and for that purpose a concession of public land has been made.

The cigar store belonging to R. A. Hopkins, at Pullman, Wash., has been purchased by H. J. McIntyre.

W. C. Lynch has purchased the cigar store belonging to B. C. Lamb at Tillamook, Ore.

A new cigar store has been started in Portland, Ore., by E. P. McCroskey.

The new cigar store belonging to J. R. Ross, at Joseph, Ore., has been purchased by Donley & McCully.

The cigar manufacturing firm of Tracer & Bartlett, Lewiston, Ida., has been succeeded by F. B. Trader.

E. J. McKittrick has purchased R. G. Watson's cigar store at Walla Walla, Wash.

A Spanish cigar factory has been established in Snohomish, Wash., by Agnston & Carmody, of Seattle. M. Marine, recently arrived from Spain, will be foreman of the factory and will manufacture only Spanish goods.

Trade-Mark Register.

HINKEY DEE. 14,219
For chewing and smoking tobacco. Registered Septeml er 24, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

PATSY HANKS. 14,220
For chewing and smoking tobacco. Registered September 24, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

POWER. 14,221
For chewing and smoking tobacco. Registered September 24, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

TRUST BROKER. 14,223
For cigars and stogies. Registered September 24, 1903, at 9 a m, by Louis Smith, Belle Vernon, Pa.

BROWN BUCK. 14,224
For chewing and smoking tobacco. Registered September 28, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

BROWN SEAL. 14,225
For chewing and smoking tobacco. Registered September 28, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

KIOSK. 14,226
For chewing and smoking tobacco. Registered September 28, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

BIG DAN. 14,227
For chewing and smoking tobacco. Registered September 29, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

REJECTIONS.

Al Wilson, Ambrosia. Trust Fighter.

CURRENT REGISTRATIONS.

rade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Deer Crest, Earlmont, Carl Michael Bellman, The Coal City Special, General Mite, Yacht Maker, Kazan, Whoop-Dee-Doo, Pearlmont, Eurasia, Friendship, Santiago Ribbon, World Winner, The Preston, Bajazzo, Fama de Castillo, La Glotilde, Castillo de Oro, Alvaro Garcia, Alvaro Garcia Longo, Hotel Balmoral, Clear Deed, Minneapolis Deed, Hobo's Delight, Cu-Ban-Illo, Cino, Jamestown Crooks, Cini, Jamestown Express, Jamestown Standard, Porila, Pomila, King's Sweete, The American Projectile, Don Lencadio, Griswold Quarters, Sporting Spa, El Tamalpais, Adriatic, Meriza, Klepto, Del Mar, Charles E. Flandrau, El Far, Strike, Grosse Pointe Belle, El Cientista, Smooks, Star Smokes, Buckeye Charm, Star Rolls, Hoosier Cinderella, Hello Jim, El Bisonte, El Grado, La Flor de Perez y Diaz, Vuelta Abajo, Final Decision, Decisive, Decided, San Gennero.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Factories: **Cigars**
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

J. K. PFALTZGRAFF & CO.
Manufacturers of High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands: "KENTUCKY CARDINAL," "1303," "CHIEF BARON," "EL PASO."

La Imperial Cigar Factory
J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—*The* Bear Brand—*The* Cub Brand—*The* Essie Brand.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

W. H. RAAB & SONS,
LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871
MANUFACTURERS OF **High Grade Cigars.**
CAPACITY 75,000 PER DAY.
DALLASTOWN, PA.

LA UNION CIGAR CO.

Hanover, Pa.
Manufacturers of
High Grade Union Made
Cigars
SPECIAL BRANDS:
ALEX WILSON—ten sizes;
MINERS' VICTORY, PRIMO,
LITTLE PEDRO, and
LA UNION CROOKS.

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced **Cigars**
Red Lion, Pa.
Remember—the MELODIOSO is Our Leader.

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE
Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
105 S. George St., YORK, PA.

Walter B Hostetter. B. F. Able.
HOSTETTER & ABLE,
Wholesalers and Retailers of **Leaf Tobacco**
SHADE GROWN SUMATRA in Bales
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.
Packers of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

STAUFFER BROS. MFG. CO.
New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. ☞Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

A. J. HINSEY,
Manufacturer of
Fine Havana and Domestic CIGARS
For Wholesale and Jobbing Trade Only. Correspondence solicited. Akron, Pa.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.

Independence in Milwaukee

Incorporation of a New Company which Will Cater to Union Trade.

Milwaukee Office of The Tobacco World, Room 19, Miller Block.

Milwaukee, Wis., Sept. 28, 1903.

An independent tobacco company has been incorporated in Milwaukee under the name of the Leidersdorf-Schmitt Company, with a capital of $60,000. Matthias F. Schmidt is president and manager; Max Leidersdorf, vice president, and E. J. Porth, secretary and treasurer. The company has already contracted for most of its machinery, and will open up its factory at 306-308 Broadway on December 1. The new company expects to draw its trade from a source that the American Tobacco Company cannot control, and that is of union labor, which constitutes 35 per cent. of the trade in bag tobaccos in this country. The organization of the company brings to light the fact that some months ago the big factory of the B. Leidersdorf Company, supposedly one of the strongest anti-trust factories in the country, had sold out to the American Tobacco Company. Mr. Schmidt and others of the new company, who owned stock in the Leidersdorf concern, were forced to dispose of this stock to the Trust. The formation of the new company followed immediately afterwards. Max Leidersdorf, who is associated with the new company, is a son of B. Leidersdorf, founder of the old company. He has been connected with the R. G. Patterson Tobacco Company, of Richmond, Va., for five years, and is an expert buyer. The new company will start with a working force of 60 men and will start ten men on the road trade. It is said that the company has already received thousands of dollars of orders from the Wisconsin trade.

Port of New York.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending Sept. 26, 1903.

Bremen—E. Rosenwald & Co., 28 bales tobacco; Oelrichs & Co., 1 case tobacco samples.

Havana—Benson & Hedges, 3 barrels scraps; Simon Batt & Co., 12 packages tobacco; W. R. Grace & Co., 2 cases cigarettes; A. Blumlein & Co., 35 barrels scraps.

Hamburg—L. J. Spence, 1 case tobacco.

Havre—Kunhardt & Co, 1 package tobacco.

Southampton—C. B. Richard & Co., 5 cases cigarette paper.

Vera Cruz—W. O. Smith & Co., 4 cases cigars; James E. Ward & Co., 14 cases cigars.

Havana—Charles D. Stone & Co., 1 case cigars; James E. Ward & Co., 10 cases cigars.

Phones: { Keystone, 65-64A Main Bell, 62-39A
M. Kaufman & Co.
Manufacturers of Union Made
Turkish Cigarettes
504 S. Fifth St., Phila.
Special Brands:
MUNJURA, MATCHAKA, MIENAS.

Manhattan Briar Pipe Co
Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ
Manufacturer of High Grade
EGYPTIAN CIGARETTES
74 Wooster Street
NEW YORK
Traveler—Cork Tips. Planet—Gold Tips
Planet—Plain Tips. Planet—Cork Tips

KLEINBERG'S
Chico CIGARS
AGAIN ON THE MARKET.
A Better Cigar than ever, and Selling Faster than ever before.
M. KLEINBERG,
Manufacturer,
219 N. Second Street, Philadelphia.

PATENTS
promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo, for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. Address,
H. B. WILLSON & CO. Patent Attorneys
774 F Street, N. W., WASHINGTON, D. C.

DETROIT AND BUFFALO STEAMBOAT CO.
QUEENS OF THE LAKES
Steamers Eastern States and Western States
$3 SAVED
TO ANY POINT WEST
Lv. BUFFALO daily 5.30 P. M., ar. DETROIT 7.30 A. M., connecting with all trains West and N. & C. for Michigan resorts. Lv. DETROIT daily 4.00 P. M., ar. BUFFALO 7.30 A. M. Fare: $3.50 one way, round trip $6.00. Berths $1.00 and $1.50, rooms $2.50, parlors $5.00, each way. Week End Excursions DETROIT and Return, $2.50. Send 2c. for illustrated pamphlet. Address A. A. SCHANTZ, G. P. T. M., Detroit, Mich.

SUMATRA TOBACCO.

Str. Noordam, arrived Sept. 21:
(494 bales.)

A. Cohn & Co.	215 bales
United Cigar Mfrs.	157 "
S. Rossin & Sons	54 "
Hinsdale Smith & Co.	35 "
Order	14 "
S. Dresdner	12 "
F. & E. Cranz	7 "

HAVANA TOBACCO.

Str. Mexico, arrived Sept. 22:
(2,935 bales, 47 bbls.)

James E. Ward & Co.	1,447 bales
E. Rosenwald & Co.	322 "
A. Pazos & Co.	217 "
S. T. Davis & Co.	205 "
D. Hevia & Co.	100 "
Ballin Bros.	79 "
E. Hoffman & Son	65 "
S. L. Goldberg & Son	62 "
A. Murphy & Co.	51 "
I. Bijur & Sons	49 "
E. Pascual & Co.	49 "
Hamburger Bros. & Co.	44 "
J. Bernheim & Co.	40 "
Rothschild & Bro.	36 "
E. Regensburg & Sons	35 "
M. Atak & Co.	30 "
J. W. Merriam & Co.	29 "
Weil & Co.	25 "
G. Salomon & Bros.	20 "
C. Upmann	15 "
L. Friedman & Co.	10 "
G. W. Sheldon & Co.	5 "
Mamara Bros. & Co.	18 bbls.
Hinsdale Smith & Co.	15 "
A. Diaz & Co.	14 "

Steamer Orizaba, arrived Sept. 26:
(1,788 bales, 11 bbls.)

James E. Ward & Co.	1,205 bales
Manuel Hoffman & Co.	107 "
B. Diaz & Co.	85 "
Brown Bros. & Co.	79 "
Order	67 "
Hamburger Bros. & Co.	42 "
Isaac J. Bernheim	41 "
Starlight Brothers	39 "
Leonard Friedman & Co.	26 "
Rothschild & Co.	25 "
E. Pascual & Co.	22 "
Wm. Baden	16 "
Lewis Bros.	15 "
Herman Cosio	10 "
Sutter Bros.	5 "
Francisco Cantang	4 "
Isaac J. Bernheim	7 bbls.
Francisco Cantang	4 "

HAVANA CIGARS.

Str. Mexico, arrived Sept. 22:
(571 cases cigars and cigarettes.)

James E. Ward & Co. (cigars and cigarettes)	428 cases
Havana Tobacco Co. (cigars and cigarettes)	112 "
G. S. Nicholas	10 "
Park & Tilford	8 "
L. J. Spence	5 "
J. W. Elwell & Co.	3 "
Order	2 "
W. R. Grace & Co.	1 case
F. Hirsch & Co.	1 "
Southern Pacific Co.	1 "

☞There appears to be something more than smoke in the charges of irregularities in the cigar department of the Eastern Penitentiary.

PATENTS RELATING to TOBACCO, Etc.

739,278 Cigar-bunch cutter; Thomas A. Anderson, Lancaster, Pa.

739,376 Cigarette mouthpiece applying machine; Joseph S. Beeman, London, England.

739,563 Cigar box lid supporter; Archer G. Shade, Joplin, Mo.

739,358 Tobacco hoist; John Sullivan, Suffield, Conn.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

Our correspondents from the various parts of the Connecticut Valley report that, though the damage done to tobacco crops by recent hailstorms was less than first supposed, yet the damage is of a character to materially decrease the total crop. In some instances the leaf was so badly stripped that some of the growers will plow under what is left, for purposes of fertilization.—American Cultivator.

EDGERTON, WIS.

The situation regarding the condition of the new crop has greatly improved during the week. The harvest has been completed and all the growing fields have been secured without any serious damage from the frosts that first marked vegetation on the morning of the 17th. The warm, pleasant weather of the week has proven especially favorable to the rapid curing of the hanging leaf, putting an end to further danger of shed damage. Samples from the early harvested portion of the crop can now be secured that will indicate the probable character of the crop.

There is not much buying of the new crop going on at present. A few sales were recorded during the week in the Vernon county district to local dealers at from 8 to 10 cents. The indications for a general movement are not encouraging until the curing is further advanced.

Considerable inquiry is developing for cured leaf, and a number of important trades are under advisement but not closed. A number of out-of-town buyers are in the State inspecting dealers' samples. Something like 150 cases of 1901 tobacco have been picked up from packby H. W. Child during the week. The sampling of the 1902 packings is still going on, and the damage found seems likely to cut something of a figure in certain cases. The low grades especially are affected to a larger extent than for some years past.

Shipments, 450 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Market is very quiet and unchanged, with scarcely anything doing. Holders are making no effort to sell, and buyers are standing still waiting for developments. Had light frost on the 25th, but no serious damage. The frost last week is reported to have damaged 10 to 25 per cent. of what was standing out on low land. But of the crop of unfrosted enough is saved for usual demands, and at present can buy any style Dark Leaf at lowest prices of the season.

QUOTATIONS

Leaf—Short: Common, 5 to 5½c; Medium, 5½ to 6½c; Good, 6½ to 7½c.

Leaf—22 to 26 in.: Common, 6¼ to 6¾c; Medium, 6¾ to 7¼c; Good, 7½ to 8c.

Sales for the week, 20 hhds.

Smoke
FAUGH-A-BALLAGH
5c CIGAR
WRITE
GRANEY
Commercial Cigar Co.
476 North High Street,
COLUMBUS, OHIO.

Denver Union Cigar Factory
MANUFACTURERS OF
STRICTLY UNION-MADE
CIGARS
Correspondence with the Wholesale and Jobbing Trade Invited. Denver, Pa.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor. *Barnesville, Ohio,*
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

T. L. ADAIR, *Established 1895*
WHOLESALE MANUFACTURER OF
Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

J. E. SHERTS & CO.

Manufacturers of
High-Grade Seed and Havana CIGARS
Lancaster, Pa.

E. E. Weaver
Manufacturer of Fine Cigars
TERRE HILL, PA.
Orders from the Jobbing Trade Solicited. Shipping Station, East Earl.

THE CIGAR JUDGE
Announces
His Decision
He gives the Blue Ribbon for the Best Smoke at the price to
3--I--C
Specials
You want to know for your business' sake about this good seller and satisfaction giver, Mr. Jobber. Write to-day for terms and samples. Sold to Jobbers only.
PHARES W. FRY
Lancaster, Pa.

A Winning Proposition
That is what you will find in the
HES-RA
The Latest and Best
Egyptian Cigarettes
on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.
M. G. Hollis & Co.
Manufacturers,
READING, PA.

G. M. Wechter, Established 1883
Manufacturer of
Cigar Boxes
GOLD LEAF PRINTING a Specialty
Akron, Pa.

F. W. Dohrmann [Estab'd 1873] Theo. S. Dohrmann.
F. W. Dohrmann & Son,
Packers of Cigar Tobacco
Packing Houses: Covington, O. Gettysburg, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.
Redryers of Burley Tobacco
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.
Samples forwarded on application.
Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 2 hhds.; Offerings on the breaks 64 hhds.; public and private sales, 121 hhds.

The breaks showed no improvement in quality, consisting mainly of the lower grades of Leaf, a full proportion showing over-sweating or injury from steam packing. Market dull.

The higher grades of Leaf in our unsold stocks are mainly represented by samples on sale in Bremen. Stocks will show reduction at end of the month. We had light frosts on the mornings of the 17th and 18th insts., which did but little damage. The bulk of the crop is now in the barns, the first cuttings being of the best quality, and shading off to that recently taken from the ground.

QUOTATIONS:

Low Lugs	$3.75 to	$4.25
Common Lugs	4 25 to	4 75
Medium Lugs	5.00 to	5.25
Good Lugs	-.- to	-.-
Low Leaf	5.00 to	5.50
Common Leaf	5.75 to	6.50
Medium Leaf	6.75 to	7.75
Good Leaf	8.00 to	9.00

Business Changes, Fires, Etc.

Colorado.

Colorado Springs.—Wm. O'Bryne, cigars, sold out.

Connecticut.

New Britian.—I. H. Colomon, wholesale and retail tobacco, warranty deed.

Florida.

Tampa.—Juan Ebra & Co., cigar manufacturers, succeeded by O'Halloran Cigar Co.——W. E. Parsons & Co., cigar manufacturers, succeeded by O'Halloran Cigar Co.

Iowa.

Bagley.—Beale & Jackson, cigars, succeeded by Mrs. Lucy Tumblin.

Fort Dodge.—Strow Cigar Co. (not inc.) bill of sale, $2,300.

Minnesota.

Benson.—A. E. Brandt, cigar manufacturer, deed, $2,000.

Missouri.

St. Louis.—World's Fair Tobacco Co., petition in bankruptcy.

New York.

New York City.—Heinrich & Newman, manufacturers and retail cigars, dissolved. Business continued by B. Heinrich.—W. E. Parsons & Co., cigar manufacturers sold out.

Penn Yan.—J. E. McLoud, wholesale and retail tobacco, sold out.

Ohio.

Hamilton.—Lou Wittman, cigars, chattel mortgage, $950.

Pennsylvania.

Erie.—Adam Johannes, cigar manufacturer, judgment, $135.

South Carolina.

St. George.—People's Tobacco Mfg. Co., charter applied for.

Wisconsin.

Stoughton.—L. Kettelson & Son, leaf tobacco, out of business.

BOLTED CIGAR BOARDS
MANUFACTURED BY
L. L. BEDORTHA
WINDSOR, CONN.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Special Designs
Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty
CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels
TELEPHONE.
Metal Printed Labels

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
143 Liberty St.
New York.

CIGAR MOLDS
We offer you the Best Vertical Top Cigar Molds at lowest price.
Full line of Cigarmakers' Supplies.
Branding Machines a Specialty.
The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

Best Workmanship
The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

FRAZIER M. DOLBEER
G. F. SEGOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's 6 to 8 Tobacco Cipher.
Hopkinsville, Ky

Frank Ruscher
Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
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ANOTHER FREE DISTRIBUTION

OF

$142,500

Will be Made in December, 1903, Based on the Month of NOVEMBER, 1903, to Smokers of

"CREMO"	"FONTELLA"	"WEGO"	"SIONA"
"CUBANOLA"	"RENOWN"	"NERVE"	"SPANIOLA"
"GEO. W. CHILDS"	"SALVA FUMA"	"STAR"	"TWO ORPHANS" (2 for 5c)
"JACKSON SQUARE"	"SANTA BANA"	"LILLIAN RUSSELL"	"BENEFACTOR"
"PREMIOS"	"PEOLA"	"TURCO"	"FLORODORA" (3 for 10c)
"EXPORTS"	"SMOKETTES"	"VELVET"	"FLORODORA OPERAS" (5 for 10c)
"LA BELLE CREOLE" (10c)	"COLUMBIA" (10c)	"CONTINENTAL" (10)	"PIONEER"
	"DOWLEDO"	"DETROIT FREE PRESS"	

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?

(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3.00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000.00 in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000.00 "
To the	5 persons whose estimates are next closest	($1,000 00 each)	5,000 00 "
To the	10 persons whose estimates are next closest	($500 00 each)	5,000 00 "
To the	20 persons whose estimates are next closest	($250 00 each)	5,000 00 "
To the	25 persons whose estimates are next closest	($100.00 each)	2,500.00 "
To the	50 persons whose estimates are next closest	($50 00 each)	2,500 00 "
To the	100 persons whose estimates are next closest	($25.00 each)	2,500 00 "
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000 00 "
To the	3 000 persons whose estimates are next closest	($5 00 each)	15.000 00 "
To the	30,000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2.50 per box)		75,000.00
	35,213		
	35,213 persons		***$142,500.00***

Every 100 bands from above named cigars will entitle you to four estimates.

[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445, 95,483	August	483,551,833	485.441,753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800,523	575,804,470
April	427,952, 58	481,870,212	516,835,163	October	532.205,063	574.551,047	628,881,303
May	456,509.855	553,187,580	523,035,907	**NOV.**	**508,258,250**	**529,308,500**	**562,444,393**
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.

Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after December 1st, 1903, as the fignres are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands. Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue.

Handsomely illustrated 80-page catalogue (page size 7 in. x 10 in.) showing all the Presents exactly as they are, and with beautiful embossed cover lithographed in ten colors and gold, will be mailed to any address upon receipt of ten cents, or ten tags, or twenty cigar bands.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of **High-Grade Turkish & Egyptian Cigarettes.**
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited — Advances Made
Settlements Made on Day of Sale

JAMES PRANGLEY, Jr.,
First Class Stock Companies Only. **Fire Insurance** Insurance on Tobacco & Cigars a Specialty.
27 E. Orange St., Lancaster, Pa.

METAL EMBOSSED LABELS — METAL PRINTED LABELS — LITHOGRAPHING — EMBOSSING — ENGRAVING — SPECIAL DESIGNS
N. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561

Glycosine B EATS ALL
550 Times Sweeter than Sugar
Guaranteed Most Powerful, Agreeable, Cheapest & Best.
Write for Samples and Particulars.
Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

FOR SALE BY ALL DEALERS

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect **PROTECTION** against **MOISTURE, HEAT** and **BREAKAGE.**
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U.S.A.

M. H. Clark & Bro — Cable Address, "CLARK."
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HOPKINSVILLE, KY — PADUCAH, KY.
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CORRESPONDENCE SOLICITED — 1ie Droit Building, WASHINGTON, D. C.

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SHEIP & VANDEGRIFT — Manufacturers — 814-826 LAWRENCE ST. — PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
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EISENLOHR'S Cinco Philadelphia CIGARS

GUMPERT'S
MANETO
114 N. 7th St. Philada. Gumpert Bros. Manufacturers.

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LORD LANCASTER, 10c.
As Clean as the food You Eat
Vesper CIGAR 5¢
Oblinger Bros. & Co.
Manufacturers,
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NICKELBY, 5c.

Factories: PHILADELPHIA. TAMPA, FLA.
HEYMANN & CO.
Cigar Manufacturers,
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"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

Pent's
TAHOMA
FIVE CENT
PENT BROTHERS, Manufacturers, PHILADELPHIA. CIGARS

L. E. Ryder, Factories 26 and 517, 9th District Penna.
Wholesale Manufacturer of
Cigars
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The Best Possible Goods for the Least Possible Money

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BERKEMEYER & TRUMP,
Manufacturers and Dealers in FINE HAVANA and SEED CIGARS
SPECIAL BRANDS to Order. Allentown, Pa. Correspondence Solicited.
Makers of Red Seal, Uncle John, 5c. Standard and Fair Lillian.

A. D. KILLHEFFER — MILLERSVILLE, PA.

Goods Sold Direct to JOBBERS and DEALERS.

Maker of
High Grade CIGARS
All Fine Work

NO SALESMEN EMPLOYED.

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Communicate with the Factory. We Can Save You Money.

Soule

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We beg to call YOUR attention to Our Line of

SEED TOBACCOS

CONSISTING OF

1900 TABLED GEBHARTS
1901 Tabled Gebharts
1901 Tabled Zimmer Spanish
1901 Pennsylvania Broad Leaf
1901 Wisconsin Binders

THE BEST IN THE MARKET

A. COHN & CO.
142 Water Street, NEW YORK.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

H. F. KOHLER,

Manufacturer of

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Modern Factory **Nashville, Pa.** Superior Facilities

Sold at Right Price to Jobbers Only.

Happy Jim--Five Cent Cigar

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No. 4—PARTIAL VIEW OF PACKING ROOM.

No. 2—INTERIOR OF OFFICE.

No. 5—PORTION OF CIGARMAKER'S ROOM.

No. 3—VIEW OF SHIPPING ROOM.

No. 6—ANOTHER VIEW OF WORK ROOM.

R. R. Perfector--Five Cent Cigar

Washington Hunt--Five Cent Cigar

Established 1881 Incorporated 1902

THE TOBACCO WORLD

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GIVE THE BABY A NAME.

Register Your New Brands

WITH

The Tobacco World

Where they Will be Seen by the Entire Trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations, in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Reciprocity or Free Trade.

THE committee of Havana business men which is to come to the United States to seek the co-operation of the American Boards of Trade in support of a reciprocity treaty will devote its chief energies to the sugar interests, as Cubans have much less interest in reciprocity in regard to tobacco than in regard to the products of the cane fields.

But no treaty of reciprocity between Cuba and the United States can ever be broached, discussed or adopted without all due attention being paid to the tobacco question. A great variety of plans have been proposed—from "a reduction of twenty-five per cent. all 'round" to absolute free trade.

One suggested compromise has been that instead of a duty of $1.85 a pound on wrappers and a duty of 35 cents a pound on fillers being retained a uniform rate of 50 cents for both kinds of tobacco be substituted. To anybody not well informed in regard to the relative consumption of Havana wrappers and fillers in this country this seems like a large reduction. As a matter of fact, establishment of such a rate would be a material increase. So much more of fillers than of wrappers is imported that the average rate now paid on all Havana tobacco is only 37½ cents. However, if the rate on wrappers should be materially reduced the wrapper imports would undoubtedly be greatly increased.

Free trade with Cuba in cigars and leaf tobacco would, undoubtedly, raise Merry Ned for a time with the cigar manufacturers of this country, but one of the best informed dealers in Havana tobacco is authority for the statement, which appears more than plausible, that such conditions would continue for only a short time and that, before long, American cigar manufacturers would be better off, rather than worse off, for free trade with Cuba. As soon as the duty was removed, this gentleman admits, there would be such a rush of Cuban goods upon the American market and such a desire on the part of smokers to try them that there would be little demand for the home product. But as soon as Cuban cigars and tobacco came here free, American cigars and tobacco would go to Cuba duty free and then the fact that a cigar was made in Cuba would be no proof that it was not made of Pennsylvania or Ohio or Connecticut tobacco. This condition established, all Cuban and American manufacturers would be on exactly the same plane, and competition in quality price and workmanship would become so keen that the manufacturer with the most skill in business and the best products would be the most prosperous, irrespective of nationality.

The Itching Palm.

THERE is little evidence of profound wisdom in the manner in which the directors of the Cigar Dealers' Association of America have recently resumed activity.

The unfortunate occurrences of a few months ago when the association was in imminent danger of final disruption are now matters of history, but even such competent officers as President Robert E. Lane, of New York, and Vice Presidents Charles J. Holton, of Detroit, R. G. Fisher, of Minneapolis, and T. J. Donigan, of New York, cannot accomplish much unless they restore the faith in their organization which was so sadly shaken in the early summer.

The announcements issued concerning the recent directors' meeting in Chicago refer principally to the proposed plan for raising funds, this explanation being given:

"The tobacco manufacturers are to be assessed according to the territory covered by them. The United States will be divided into five sections. Manufacturers doing business in all sections will be put under Class A and assessed $500 per year. Those covering four sections, Class B, will be expected to pay $300; those covering three sections, Class C, $200; those covering two sections, Class D, $100, and one section, Class E, $50.

"Cigar manufacturers will be assessed upon the basis of their annual production. Those making over 25,000,000 cigars will be ranked in Class A, and will be assessed $500 per year; those making over 10,000,000, Class B, $300; over 5,000,000, Class C, $200; over 1,000,000, Class D, $100; over 500,000, Class E, $50; under 500,000, Class F, $25. The sums are to be paid in monthly instalments. Separate schedules are also prepared for cigarette manufacturers, leaf tobacco packers, leaf tobacco importers, wholesale grocers handling cigars and tobacco, wholesale druggists handling cigars and tobacco, cigar and tobacco brokers, leaf tobacco brokers, cigar box manufacturers and label manufacturers. The complete schedule will be sent to each member of the allied trades whose contribution is asked and he will be asked to indicate the class to which he belongs."

As an offset to this call for contributions, assessments, taxation or whatever may be the proper term, the "plan" proposes that the funds be in control of a joint committee of eleven, five to represent the association and six to represent the allied interests—the New York, Philadelphia and Chicago Leaf Tobacco Boards of Trade, the Independent Tobacco Manufacturers' Association, the Clear Havana Cigar Manufacturers' Association and the Seed and Havana Cigar Manufacturers' Association.

The Tobacco World wishes success to every organization formed in the interests of the trade which it represents, but does not believe that the best way to obtain financial support and encouragement is to hold out the itching palm without apparently any other reason than that of "we need the money" being considered necessary.

The directors at their recent meeting might have much more wisely formulated a plan of procedure in regard to national and state legislation and whatever other form of activity they may consider advisable. This done, an appeal, or even a courteous demand, for funds would not seem unreasonable.

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

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FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.

FLOR de D&T **DOHAN & TAITT,** Importers of Havana and Sumatra

Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1825

LEWIS BREMER'S SONS IMPORTERS OF **Havana and Sumatra** and PACKERS of **Leaf Tobacco**

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Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

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Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son HAVANA AND SUMATRA SEED LEAF TOBACCO 112 N. THIRD ST. PHILADELPHIA, PA.

THE EMPIRE LEAF TOBACCO COMPANY Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **Tobacco**

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J. S. BATROFF, 224 Arch St., Philadelphia, Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana 217 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

THE REALM OF THE RETAILERS

Simple Bookkeeping.

Following is Part III of Victor Robertson's paper on "A Simple System of Bookkeeping for Retail Merchants":

Almost all "Cash Book" or "Journal" forms of blank books have two columns; take a ruler and with pencil make three. One column is generally used, but it is only a little more work to use three. It takes a little more adding, but the three columns added together show total classified receipts to any given time, and at the end of the month the sum total cash sales for a whole month can in this way be posted into the ledger under the head of "Merchandise Sales" in one entry at the end of the month instead of every day, which is twenty-five times more labor.

In the same way the expense items can be posted once a month, twenty-five times easier. In the meantime, the details are all in the cash book (what is the use of having them anywhere else, except in the monthly footing which belongs in the ledger?), and at the end of the year we have in the ledger twelve entries, or the expenses paid during the year by months.

I do not think more than one column necessary for expenses. More detailed classification of expenses requires more columns, and this necessitates a book specially made. If desired, it is an easy matter to classify expenses for any period from the cash book on to a separate sheet ruled off on a sheet of wrapping paper like this, with as many headings as required:

JANUARY EXPENSES, 1904.

Freight.	Pay Roll.	Rent, Heat, Light and Power.	Advertising.	Taxes & Insurance.	Interest.	?	?	?

The footing of each class is all that is wanted, and if the sum total of all the footings agrees with the book footing it must be correct, and having served its purpose the sheet can be destroyed. Collections on customers' accounts should be kept in a column by themselves, in order to get the monthly footing of collections to use in the monthly statement, and to prove the accounts receivable, as I will explain later on. Therefore, receipts other than cash sales and collections should be entered in the remaining column under "Miscellaneous Receipts."

Cash disbursements should, in addition to the expense column, have a separate column for "Merchandise Bills Paid," so that the monthly footing of all merchandise bills paid may be entered into the ledger in one entry. This leaves one remaining column for any other disbursements under the head of "Miscellaneous Disbursements."

The cash book is the principal book, as it contains the original entries of all cash transactions. These being properly entered under "Receipts" and "Disbursements," we come next to the "Ledger," which serves two purposes and contains two classes of accounts, "Accounts Receivable" and all other accounts. The other accounts, in my judgment, should be very few, and should show few entries. If no credit is extended, then the ledger is a small affair and serves to show in a condensed form the movement of the business.

We will lead up to the making of a ledger through the original entries as they are made, and, therefore, follow the cash items into the ledger. An account in the ledger is only made necessary to find a place to keep track of something for some specific purpose. The ledger should be a kind of condensed record of all transactions, and all original entries lead into the ledger in some form, either in one item or in many items condensed into one entry.

So, outside of the customers' accounts, or, as they are commonly called, "Accounts Receivable," we will start the following heading of accounts in the ledger:

Inventory of Merchandise on hand, January 1, 1904:
Merchandise Bills Paid.
Expenses Paid.
Merchandise Sales.
Borrowed Money (if any).

(Continued next week.)

* * *

Honor in Business.

Many merchants complain of unfair trade methods practiced by their competitors, and more often by the salesmen of such competitors.

There is a point where vigorous, decent, legitimate trade competition stops, and mean, unfair, illegitimate methods step in. Every man in trade, unless he owns and operates a patented article, must expect to have competition in his business.

The larger and more prosperous his business becomes, the more will he encounter competition. But such competition, even though it be of the keenest and sharpest, should always be decent, clean and fair.

The commercial conflict should be waged in the open—the sword thrusts should always be in the front—no lying, no misrepresentation, no slander, no calumny, no bribery, no corruption, no substitution, no rottenness.

Gentlemen, and there are many in trade, will always act in a manly, honor able fashion, even as against their competitors.

This is a policy which is, we are pleased to be able to say, getting more and more in vogue. It is getting the rule, and the reverse is the exception.

How vastly different from the old days—those days of old, when such methods prevailed that led the old merchants to adopt as their god or patron saint, Mercury—the fleet-footed Mercury, who, alas! was also the god of thieves.

* * *

"Is There Nothing Else?"

Salesmen should always keep in mind the fact that there is a negative and positive way of stating a question. They should also remember that in proportion to the negative or positive suggestiveness of the manner in which the question is put will their chances of success depend.

A certain retail merchant of New York, once heard a salesman say to a customer with whom he was about to finish:

"Is there nothing else?" to which the customer naturally replied, "No, nothing else."

When the customer had gone the merchant said to his salesman:

"Mr.———, don't you think it would be a little better to say to your customer, 'Now, isn't there something else?' instead of using the negative term of 'Is there nothing else?'"

* * *

Slight Neither Customer.

Inattention is the cause of the downfall of many store salespeople. When you are waiting on one customer and another stops at your counter, it is your duty to pleasantly acknowledge his or her presence, and say "I'll wait on you in a moment," or "Just be seated, I'll be through presently." By such treatment a customer will feel more or less bound to wait until the salesperson gets through with the first one. I have frequently felt myself tied to a particular counter by being pleasantly asked to wait, and you have doubtless had the same experience. If you don't believe it will increase your sales, just try it the next chance you get. The point is to not give either customer the feeling of being slighted.

* * *

Just as a Side-Line.

A Canadian tobacconist, who makes a more than ordinary hot chase after the nimble dollar, has evolved a scheme for the loaning of umbrellas on rainy days. He bought a dozen fairly good umbrellas, and these he loans out to business men in the neighborhood who get caught down-town in the storm and don't care to go home in the rain. He requires a deposit of $1.50, and when the umbrella is returned $1.25 is refunded.

* * *

A Post-Dated Check.

A post-dated check before the day of its date arrives is not an order on the bank which the latter is bound to obey, save at its own peril. When the date arrives the bank may pay the check or certify it; before that time, however, it should be treated as non-existant. If the depositor calls for the whole of his deposit before the post-dated check is due he can compel the bank to deliver it to him, notwithstanding its payment of the check, which was premature; if the depositor revokes his post-dated check between its issue and the day of its date the revocation is made in good time and is valid; if other checks are presented before the date of the post-dated check arrives, and the depositor has money enough in the bank to pay them, making no deduction for the amount already advanced on the post-dated check, it is the duty of the bank to pay these checks promptly, whether it has previously paid the post-dated check or not. It is to be noted, however, that the holders of these latter checks have no legal ground for complaint against the bank. It is as if a merchant had told his bookkeeper or cashier to pay a bill presented to the merchant, and the bookkeeper or cashier, for any reason, or without any reason, had refused to do so. The creditor would have no just cause of quarrel with the employe. His claim against his debtor is just what it was before, and that the debtor must settle with his own agent. So here the depositor must settle with the bank. If the bank's refusal to pay one of his checks causes him any loss or damage, because of a suit brought against him or otherwise, he may look to the bank for redress; but the bank owes no duty to the check-holder in any case, unless it has certified the check and so made itself a party to it.—Ex.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, **171 Water St., New York**

Capacity, One Million per Week.

Correspondence with the Jobbing Trade solicited.

The Best Union-Made Five-Cent Cigar in the Market.

Union-Made
All Sizes

Union-Made
All Sizes

M. Steppacher, Reading, Pa.

GEORGE W. McGUIGAN
Red Lion, Pa.

Maker of High Grade Domestic
Cigars

Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA

Capacity 150,000 per Day. Prompt Shipments Guaranteed.

BON TON CIGAR CO.

Manufacturers of the
El Dorado de Habana CIGAR
Reading, Pa.

Correspondence with the Wholesale and Jobbing Trade Invited.

KAUFFMAN BROS.
Manufacturers of
High-Grade Nickel Cigars
LANCASTER, PA.
CROOKED TRAVELER—A Cigar of Special Value
PRINCE VICTOR—A Five-Cent Leader

Correspondence with the Wholesale and Jobbing Trade Invited.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending October 3, 1903.

Vera Cruz—J. W. Wilson & Co., 1 case cigars; James E. Ward & Co., 7 cases cigars.

London—J. W. Surbrug, 1 case tobacconists goods.

Hamburg—Merchants' Dispatch Co., 4 cases cigarettes.

San Juan—American Express Co., 120 packages cigarettes; R A. Manrigue & Co., 30 bales tobacco; American Cigar Co., 108 bales scraps; Dooley, Smith & Co., 2 bales tobacco.

Rotterdam—A. Blumlein & Co., 14 cases tobacco, 3 crates do.; American Co. of Salonica, 14 cases tobacco; Pretzfeld & Co., 81 bales tobacco; S. Rossin & Sons, 10 do.; Herz Brothers, 2 do.; A. Cohn & Co., 71 do.; Company's general agent, 3 do.

Havana—Order, 15 barrels cigarettes; James E. Ward & Co., 4 cases cigars.

Bremerhaven—Kaldenberg Supply Co. 3 cases smokers' articles; E. G. Toel & Co., 1 box tobacco samples; M. J. Corbett & Co., 4 cases smokers' articles; Heidelbach, Ickelheimer & Co., 2 cases cigarettes.

Cienfuegos—Heyman Bros. & Lowenstein, 25 bales tobacco.

Liverpool—American Tobacco Co., 55 cases cigarette paper; Manhattan Briar Pipe Co., 1 case smokers' articles.

HAVANA TOBACCO.

Str. Morro Castle, arrived Sept. 29:
(2,626 bales, 473 cases, 92 bbls.)

James E. Ward & Co.	1,326 bales
Calixto Lopez & Co.	201 "
Simon Batt & Co.	148 "
J. Bernheim & Sons	92 "
D. Shevia & Co.	73 "
Newgass & Greenhut	68 "
F. E. Fonseca & Co.	61 "
Balbin Brothers	55 "
Carl Vogt & Son	55 "
Graccum & Sons	54 "
S. Rossin & Sons	50 "
G. W. Sheldon & Co.	50 "
Montevierno & Co.	42 "
Ed Ydilio Leaf Tobacco Co.	40 "
E. Regensberg & Sons	35 "
Weil & Co.	33 "
Max Gans & Sons	33 "
Sartorius & Co.	32 "
G. Falk & Bro.	30 "
Alex Murphy & Co.	29 "
American Cigar Co.	25 "
Andrez, Diaz & Co.	25 "
F. Miranda & Co.	16 "
M. Stachelberg	15 "
Order	13 "
Simon Auerbach & Co.	11 "
R. M. Blake & Co.	9 "
S. L. Goldberg & Son	5 "
James E. Ward & Co.	473 cases
James E. Ward & Co.	37 bbls.
Hinsdale Smith & Co.	24 "
F. Miranda & Co.	22 "
Merchants Dispatch Co.	9 "

Str. Vigilancia, arrived Oct. 3:
(1,650 bales, 10 cases.)

James E. Ward & Co.	1,011 bales
J. Bernheim & Son	318 "
Simon Auerbach & Co.	84 "
Manrara Bros. & Co.	50 "
Garcia, Vega & Carcaba	38 "
S. L. Goldberg & Son	34 bales
Leonard Friedman & Co.	33 "
Jose Menendez	29 "
Rodriquez & Teijero	26 "
Sartorius & Co.	15 "
Murphy & Co.	12 "
James E. Ward & Co.	10 cases

HAVANA CIGARS.

Str. Morro Castle, arrived Sept. 29:
(211 cases.)

Havana Tobacco Co.	131 cases
Havana Tobacco Co.	30 "
Park & Tilford	12 "
G. W. Sheldon & Co.	7 "
Strong & Traubridge Co.	5 "
Acker, Merrall & Condit	4 "
Hiram Walker & Sons	4 "
B. Wasserman & Co.	3 "
R. H. Macy & Co.	3 "
G. S. Nicholas	2 "
Adolfo Moeller & Co.	2 "
National Cuba Co.	2 "
Canadian Pacific R. R. Co.	2 "
A. E. Outerbridge & Co.	1 "
Duncan & Moorhead	1 "
Pennsylvania R. R. Co.	1 "
Morten & Co.	1 "

PORTO RICAN CIGARS.

Str. Philadelphia, arrived Sept. 28:
(174 cases)

American Tobacco Co.	106 cases
Durlach Bros.	16 "
A. S. Lascilles & Co.	16 "
West Indies Cigar Co.	11 "
Company Ind. de P. R.	7 "
American W. I. Trading Co.	6 "
R. A. Manrique	4 "
P. H. Petry & Co.	3 "
Fanato Rucabado	3 "
Philip & John Frank	2 "

—Cigarettes imported in glass vials, one to a bottle, are the latest fad for exclusive smokers.

Prose Truth Poetically Told.

Here is a rhyming argument for good printing, taken from a little folder sent out by the Champlin Printing Company, Columbus, O..

The ad that sells goods
Sells no goods 'til it's read;
An ad poorly printed
When printed is dead;
But the ad that's attractive,
Well printed and clean,
Is the ad that adds custom
Wherever 'tis seen.

—The officers of the Rock Island road have given notice to all employes that use of cigarettes or intoxicants will be cause for immediate discharge and that there will be no appeal, but it is expected that the rule will be enforced only in the cases of men engaged in operating trains. Several of the other St. Paul lines have recently adopted similar restrictions.

IN THE NEXT ISSUE this space will illustrate some of the LATEST CIGAR MOLD SHAPES, which we believe will interest any Up-to-Date Cigar Manufacturer. You know that we *GUARANTEE*

The UNIQUE CREASELESS Case-Hardened Vertical Top **CIGAR MOLDS**

to be the best and to outlast all others. We can duplicate any shape accurately on short notice, or make a new one entirely if several cigars are furnished.

We can supply you with the Best *Knives, Boards, Cutters, Cuban Blades, Cigar Mold, Cigar Box and Packing Presses, Bottle Blowers, Sprinklers, Bundlers, Scrap Cutters, BRANDING MACHINES*, in fact anything in the line of

Cigar Manufacturers' Supplies

OUR CATALOGUE SENT UPON RECEIPT OF YOUR REQUEST.

Our Goods are Right; Our Prices are Right; We Treat You Right.

THE STERNBERG MFG CO.

Main Office and Works, 1702-12 W. Locust St., Davenport, Ia., U. S. A.

Hannibal Hamlin
High Grade
Seed and Havana Cigar.

Celebrated Everywhere. None Better.

Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.
Makers,
YORK, PENNA.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM.
119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING
Importers, Packers and Dealers in
Leaf Tobacco

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

Importers of Sumatra Tobacco
Cable Address: "HIRSCH."
Joseph Hirsch & Son
4. Z. VOORBURGWAL 227 Amsterdam. Holland.
Office, 183 Water St. NEW YORK

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Retail Department is strictly up to date.

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

LA FISSEL CIGAR CO.
MANUFACTURERS OF
Fine Union-made Cigars
EAST BERLIN, PA.
Correspondence with Wholesale and Jobbing Trade solicited.

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

S. Weinberg, IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF
L. P. Kimmig & Co. Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

MARKET ACTIVE AND PRICES FIRM IN HAVANA.

What Local Leaf Dealers and Cigar Manufacturers are Doing—Buyers from the United States.

HAVANA, Sept. 28, 1903.

BUYERS COME AND GO.

Arrivals of buyers: L. A. Lincoln, of P. Pohalski & Co., Key West and New York; Antonio Fernandez, of the Ballard Fernandez Co., Tampa, Fla.; George Kinspel, of Kuhles & Stock, St. Paul, Minn.; Mortimer Regensberg, of E. Regensberg & Sons, New York; Charles Vogt, Jr., of Carl Vogt's Sons, New York, and returned, S. Goldberg, of S. L. Goldberg & Sons, New York and Havana; S. Salomon, of G. Salomon y Hnos, New York and Havana.

Departures were: John H. Boltz, for Philadelphia; Herman G. Vetterlein, for Philadelphia; Henry C. Friedman, for Chicago; M. Wengler, for Chicago; W. R. H. Crump, for Chicago; L. A. Lincoln, for Key West; Avelino Pazos, for New York; F. A. Fonseca, for New York.

HAVANA CIGAR MANUFACTURERS.

Exports per S. S. Morro Castle amounted to only 2,910,524 cigars, but it is said that at last England is sending more orders; therefore from now on exports may increase sufficiently to come nearer to the usual activity at this season of the year.

The League of Independent Manufacturers resolved at its last meeting to refuse admittance, after October 1, to the few factories which are still uncertain whether to join or remain completely independent as they claim to be now. This resolution has no effect as regards new factories which may establish themselves. The lately formed partnership of Villamil Riveiro & Co., with their brands "Redencion" and "Derecho Internacional," has been admitted and joined the League of Independent factories.

H. Upmann & Co. had to employ more cigarmakers again, so their daily output is now 50,000 cigars per day.

Behrens & Co. are satisfied with the amount of orders on hand. Their old and celebrated brand "The Calliope," of Valentin Arango, has been in such demand from Europe and the United States, that they were forced to order a fresh supply of labels. Another new brand of the Sol factory is "Seleccion Especial," which is made only in the finer sizes and of the choicest selected leaf.

Rabell Costa Vales & Co. are very busy, having received orders for 200,000 cigars from South America, the cash was remitted even before the execution of the order.

Enrique Dorado & Co., of "El Rico

The Havana market has continued to rule very active and prices remain as firm as ever. As the influx of new buyers of importance has been less this past week, a slight reduction in the number of bales sold has followed as a natural consequence. Stocks, however, are beginning to decrease in Vuelta Abajo and Partido factory vegas, while there is an accumulation only in new Remedios, owing to larger receipts from the country. Pinar del Rio advices are that there were not over 17,000 bales left in farmers' hands about a week ago, so this amount, including what the few escojidas, which are working still, may furnish, would constitute the visible supply to come to market yet. Some of the vegas held back by the farmers are good, but the prices asked were exorbitant. Others had been rejected on account of some faults, but may have to do service as second choice in case of need. At all events, the reports of this year's Vuelta Abajo crop being short were, in the main, correct. The same holds more or less true of the Partido growth. As far as Remedios is concerned, more animation has been shown in the country and prices have advanced considerably from the low level ruling at the beginning. The fear that the tobacco might not keep well in the bales apparently has been unfounded, as no rotten tobacco has been encountered. The crop is throughout very mild, lacking the accustomed heavy quality. There is, however, a small percentage of the first and second Capaduras which might answer, perhaps, when the curing process (through the Northers) shall have been completed this winter. The light part of the crop is finding an outlet for Europe to a limited extent owing to the extremely low prices.

Sales were 8000 bales in all—4000 Vuelta Abajo, 2500 Partido and 1500 bales Remedios. Destination given: 3500 bales for the United States market, 2000 for Europe, 2500 bales for the local factories.

THE 1904 CROP.

The seed beds are as a general rule promising, although there are reports of drought in some places and too much rain in others. The early sown beds are nearly ready to be transplanted in the beginning of October, although the movement to set out the seedlings does not become general until the second half of next month, as by that time the weather usually has settled down to the dry season.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON, 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
FABRICA DE TABACOS
AMAT VICTORIA CURAM
LUIS MARX HABANA
Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.
MAKE
Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG,"
New York.
Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: Himml.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, Habana.
(P. O. Box) Apartado 270.
Cable: Zalezgon.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

SANCHEZ Y CUETO S. en C.
Sucesores de Carriles y Sanchez,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

E. A. KRAUSSMAN
Importer of *HAVANA TOBACCO*
170 Water Street, NEW YORK

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont'Ros y Cª Mercaderes 35 Havana
Exportors of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

Narciso Gonzalez. Venancio Diaz, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, CUBA. P. O. Box 856.

F. Neumann. G. W. Michaelsen. H. Prasse.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "Antero." Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
☞SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.☜
P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS
Almacenista de Tabaco en Rama
NEPTUNO NUM. 174
Cable: Onileva. *Habana*

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. *NEW YORK*

1902 Crop
WISCONSIN
Now Ready

Sutter Bros.
Inc.

New York
Chicago
St. Louis
Havana

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.

READING, PA.

GEO. W. WERT & CO.

MANUFACTURERS OF

High Grade Union-Made Cigars

No. 14 North George St. *York, Pa.*

UNION PLANTER 5-cent Cigar is Our Leader.

"Millions for Farmers"

So Says Secretary Wilson, U. S. Dep't of Agriculture

TEXAS TOBACCO TRACTS

Write for Full Information to....

Exhaustive tests prove that the finest grade of... CUBAN LEAF Filler and Wrapper can be grown in East Texas on line of the

SOUTHERN PACIFIC

Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.

T. J. ANDERSON, General Passenger Agent, Houston, Tex.

Habana" fame, Rodriguez, Argüelles & Co., of the famous "Romeo y Julieta" factory, and a number of the Independents are working with full forces. It is said that the Trust is only working on half time in most of its factories.

SELLING, BUYING, ETC., REMARKS.

Sobrinos, of Antero Gonzalez, sold 900 bales of Vuelta Abajo, Partido and Remedios.

H. Upmann & Co. purchased 500 bales of Vuelta Abajo for their factory and 600 bales of different kinds of leaf for Europe. Their exports of cigars during the week reached the million mark.

Muniz Hnos & Co. report 800 bales of Vuelta Abajo and Remedios as sold.

J. Friedman & Co. have secured already 1000 bales of Vuelta Abajo, but as G. Waldman still remains in Havana their full purchases are not completed yet.

Suarez Hnos. disposed of 800 bales of their excellent Vuelta Abajo Escogidas.

Garcia Vega & Carcaba removed their strippings place from San Miguel 73, to San Miguel 84, as the former building was too small for their operations. Their buyer here was fortunate in acquiring 800 bales more of the finest vegas from the Vuelta Abajo.

Bruno Diaz & Co. closed out 500 bales of Vuelta Abajo and Partido.

Leslie Pantin has been busy with several of his customers, for whom he must have purchased 1000 bales or more last week.

Aixala & Co. sold 500 bales of their Partido packings to city and Northern factories.

Avelino Pazos, who left on Saturday for New York, has met with splendid success in his new undertaking by opening a warehouse at 174 Neptuno street, but considering the circumstances that Don Avelino is a hard worker, is one of the best connoisseurs of the Cuban leaf in all its varieties, is frugal in his living expenses, has a thorough knowledge of the farmers in Cuba, and has a wide circle of business friends in the North, it is really no wonder but simply an inevitable consequence of habits and facts which are bound to lead to success in business. Don Avelino is still a young man. His capital, earned by himself, is ample for all his requirements, and he possesses the gift of making himself liked by all persons he comes in contact with, as he is straightforward in all his transactions, and also follows the Golden Rule "to live and let live!" Although born in Spain he has lived long enough in the United States to identify himself with the people, and he has shown his great ability as a public speaker in the National Convention of the leaf tobacco trade upon more than one occasion. Last week he sold 250 bales of his choice holdings of Vuelta Abajo, tierra llana, vegas to one local factory and to a Northern manufacturer. From the country he received 168 bales of Vuelta Abajo this week, closed by his buyer, but picked out by himself on his previous trip.

Sobrinos de V. Diaz sold 400 bales of Partido and Remedios, while Don Narciso has gone to the Vuelta Abajo to look after their escogidas.

Jorge & P. Castaneda disposed of 300 bales of Partido.

Leonard Friedman & Co. keep hard at work and opened up an escojida in the Vuelta Arriba. They closed one deal of 200 bales of their Vuelta Abajo packing.

Sutter Bros., Inc.—There is no let up in the continuous activity of Don Jose Mendelshon and Don Marco Pollack. The friends of this firm can rest assured that they can find the best tobacco to be had in the island and at the right prices too.

A. M. Calzada & Co. sold 350 bales of Remedios and Partidos.

Bridut Montros & Co. purchased over 1000 bales of all kinds of leaf for their friends.

Loeb-Nunez Havana Co. shipped 150 bales of Remedios to the United States.

G. Salomon y Hnos. sold and shipped 150 bales of Vuelta Abajo.

Rabell Costa & Co. turned over 100 bales of Vuelta Abajo to a local factory.

Receipts of Tobacco from the Country.

	Week Ending Sept. 26. Bales	Since Jan. 1. Bales
Vuelta Abajo	3,174	144,757
Semi Vuelta	219	6,198
Partido	1,314	41,519
S. Clara & Remedios	3,058	60,770
Santiago de Cuba	98	3,436
Matanzas	—	127
Total	7,863	256,807

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

THE FIRM OF LEOPOLD POWELL & CO., composed of the undersigned, has this day been dissolved by mutual consent

Messrs. Leopold Powell and William J. Hazlewood, who will continue the business under the same firm name, have assumed all debts and obligations of the dissolved firm and all outstanding accounts of the dissolved firm have been transferred to and are payable to them.

LEOPOLD POWELL.
WILLIAM J. HAZLEWOOD,
JOHN JACOBS.

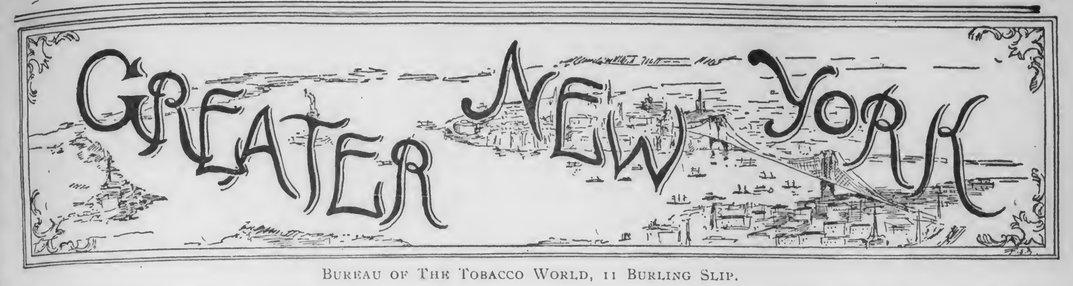
New York, September 15, 1903. 9-23-1t

BOOKKEEPER or OFFICEMAN, (German) thoroughly experienced, with highest references, is open to position where knowledge, brains and willingness will be appreciated. Leaf House or Cigar Factory preferred. Address A. K., Box 26, care of The Tobacco World. 9-30-3

FOR SALE—The finest located Cigar Store in Cumberland, Md. doing a nice cash business—15,000—usually cash sales; established 20 years: stock in trade, 250,000. Address J. W. KUHN, 74 Baltimore St., Cumberland, Md. 9-16 1m

WANTED.—Experienced cigar salesman, by an up-to-date Ohio factory making a full line of goods from $10 upwards, Address A, care of The Tobacco World, Philadelphia. 9-30-3t

BOLTED CIGAR BOARDS MANUFACTURED BY L. L. BEDORTHA WINDSOR, CONN.



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP.

The life led by the average cigar store clerk is quiet enough, even humdrum. But there is a young man down in West street who has exciting experiences every day in the week. West street is the levee on the west side of the town and fronts the Hudson, or, as all New Yorkers call it, the North river, just before it empties itself into the Bay. West street, from the Battery north, is lined with docks, piers and steamship landings of all kinds. It is the busiest, most confusing and distracting thoroughfare in the whole big city, and the men who keep traffic moving—the policemen, the street car drivers, the truckmen and the 'longshoremen, particularly the 'longshoremen—are a brawny, determined, not over-intellectual class. Sometimes when a general mix-up happens along, the proceedings become so animated that only the most coolheaded of the by-standing non-participants are safe from getting involved in trouble. Then the storekeepers all along the line have their own troubles, for sometimes the crowds, or segments of the crowds, surge into these establishments, not to buy but to escape trouble. On such occasions the stores are veritable "isles of safety," as the modern phrase has it. The people who rush into the stores under the circumstances described give no trouble. The real troublemaker is the fighting drunk 'longshoreman, and he is the terror of everybody's life in West street. Sober, the average 'longshoreman is peaceable and quiet. He easily earns from $12 to $18 a week, and that is far, far more than he needs, for he eats at the cheapest of chuck shops, he is content, too, with any sort of clothing that will cover him, and he sleeps in the open air on the docks or in hallways. All his surplus earnings go for drink, and the "booze" that is served out to 'longshoremen in West street saloons is the deadliest stuff concocted. It will eat the lining out of any stomach and make a maniac out of any man who imbibes enough of it. Filled with this poison the 'longshoreman, his money all gone, invades the shops of West street, demanding merchandise for which he does not intend to pay, and otherwise conducting himself like a ferocious bully. Long experience of these men has taught the shopkeepers of West street how to handle them, but the most expert handler of this debased species of humankind is a young clerk in a cigar store near Canal street. He is but 19 years of age, undersized, of slight build, yet the biggest and drunkenest of 'longshoremen respects him and gives his store a wide berth if he is on deck. In their intervals of sobriety these same 'longshoremen are among the store's best patrons, yet the young clerk neither assaults them when drunk, nor lectures them when sober. He just handles them according to their own humor. If they are drunk he gets rid of them without violence, but by methods which he refuses to describe to others, and when they are sober he sells them what they ask for and treats them civilly. This young clerk should have a bright future before him as the proprietor of a cigar store of his own, but he says himself his ambition is to be a Pinkerton detective. He would like to go on the police force, but he isn't tall enough, and, besides, he lacks the $500 which a place on the force is said to cost.

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The Assembly.
Is it for Dancing or Eating?
Or Both?

This advertisement, a very successful one as the results are showing, is appearing in all the surface and "L" cars of Brooklyn, and serves to call public attention to a new house of public entertainment located at 306 Fulton street. The cigar privilege at the Assembly has been secured by the Waldorf-Astoria Segar Co., and the menu served there is of the best and prices throughout all the departments of the establishment are reasonable.

In many places in Brooklyn are other thoroughly respectable places just like the Assembly "for dancing or eating, or both." The newest is the Superba at Fulton street and Franklin avenue. The City of Churches is becoming more and more gay every day and in the right way. The churches are crowded on Sundays as of old, but the theatres also do a rushing business and for the young people who love the dance, but who cannot dance at home because floor space there is limited, the public dance halls of the Assembly and Superba class are a joy. And after the dance supper, what so satisfying as a good cigar supplied by Mr. Harry Rothschild of the Waldorf-Astoria, or some one of his aides?

Oh, Brooklyn is all right, and when will Philadelphia, which is like her in so many respects, follow her example in this "dancing and eating or both" line? The world is getting gayer all the time, and times are getting better, too. And its all to the good, so far as the cigar and cigarette industries are concerned.

***

"NO FEMALE HELP EMPLOYED HERE."

This is the sign which confronts all who enter the doors of a certain prosperous cigar factory in this city. The sign was put where it hangs in 1855 by the head of the firm and it has meant just what it says all these years. The man who hung it up and all his associates in the firm have religiously held to the principle that cigarmaking is not a woman's trade, but a man's. Yet, so singular are they that their view is probably not shared by any other cigar manufacturer in the United States. Women are not only employed in other factories, but the women operatives far out-number the men. The factories appear to have no difficulty either in getting all the girl apprentices they happen to need, and this despite the fact that girls are warned away from cigarmaking by some of the most influential of the Women's Aid Societies of New York. It is easy to see why counsel of this kind is not heeded. Cigarmaking is a good trade. Women in cigar factories earn more than women in shops or in domestic service. They don't have to work hard, nor dress particularly well; they have better chances to find wage earning husbands, and they have the very great satisfaction of living in little old New York, which is a great big satisfaction.

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The gloomiest predictions are being made just now about a probable shortage of all kinds of cigar leaf tobaccos, save only Sumatra, next year. Every one of the domestic types is said to show damage, and that is said even of the Pennsylvania crop. Besides the trust, large operators like E. Rosenwald & Bro., Cullman Bros., L. Weil & Sons, E. Hoffman & Son and others are said to have corralled everything in Wisconsin and Ohio that is desirable. And the new Havana, alas! the new Havana, is not meeting expectations. It has aroma, a delicious aroma, but the wrappers have no looks to boast of, and so the depressing story goes. And meantime the production of cigars goes on at the rate of 600,000,000 a month, and next year the consuming public will probably demand 700,000,000 every thirty days. Where the leaf is coming from that will be needed for such an output as this is a very serious question. But that it will be solved just as all problems that have hitherto confronted the cigar manufacturers of the country have been solved only a very ill informed grumbler will venture to deny.

***

That the output of cigars paying the $3 internal revenue tax next November will be around 600,000,000 seems a foregone conclusion. October of 1902 was the busiest month in the history of the cigar industry in the United States, and October, 1903, promises to outdo it in point of the number of cigars produced. There is one day less in the month of November than there is in October or December, but that the daily consumption of cigars in November will be less than 20,000,000 is not likely. The consumption of cigars is the truest criterion by which to judge the prosperity of the country. When times are good men have money to spend for cigars; when times are hard the cigar industry suffers because smokers take to pipes or cigarettes, or abstain altogether. A daily consumption of 20,000,000 cigars means that enough people are living on Easy street to justify them in buying cigars. There are no clouds on the horizon at present threatening the consuming public's prosperity, and that being the case the prediction that in November something like 600,000,000 cigars will go into consumption seems a safe and conservative one to make.

***

Sidney J. Freeman, President of the New York Retail Cigar Dealers' Association, is rapidly recovering from the indisposition which, at the last moment, prevented his attendance at the meeting of the National Association in Chicago.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. V. E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE.
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

HAVANA TOBACCO COMPANY
TRADE MARK
111 Fifth Avenue, NEW YORK
SELLING AGENTS for these Brands of Imported Havana Cigars:
La Flor de Henry Clay, La Espanola, La Corona, La Flor de Naves, La Flor de Cuba, La Meridiana, A. de Villar y Villar
La Carolina, La Flor de Yncian, La Vencedora, El Aguila de Oro, La Intimidad, La Rosa de Santiago, Estella, H. de Cabanas y Carbajal.
La Africana, Manuel Garcia Alonso, La Antiguedad, La Comercial, La Flor de Murias, La Rosa Aromatica, J. S. Murias y Ca.

L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York
LEOPOLD SCHMID FRANK LANGE

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK
EDMUND H. SMITH
ENOS SMITH

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN J. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

L. J. SCHOENER. CABLE ADDRESS "TACHUELA"
L. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

PHILADELPHIA

NOW SERVING THREE MONTHS.

H. M. Weaver & Sons have at last completed the work involved in straightening out the tangle caused by the dishonesty of one of their packers, whom they discovered to be in the habit of stealing one cigar out of every fifty given him to pack. Each bunch of fifty was one short and this "Forty-niner" had been working the mine for months and years to the extent of sixty cigars a day. He is now serving a three months' sentence. Careful inquiry among all the firm's customers has resulted in the discovery of only 3700 boxes in which there were shortages and all these shortages have been made good by the manufacturers, the result being even more friendly relations between them and their patrons than before the systematic swindle was discovered.

RETAILING PLUG TOBACCO.

The smaller tobacco dealers, and not a few of the larger ones, are now buying plug tobacco in very small lots in order that they may not have any on hand, except in original packages, on November 1, when rigid enforcement of the Internal Revenue rules in that respect will begin. While the ruling in question applies to cigars, cigarettes and smoking tobaccos as well, the greatest hardship from its enforcement will be in regard to plug tobacco. There has been a general expectation that the manufacturers of plug tobacco would, in order to aid the small dealers, put up packages of one, two or three pounds; but the expense of such packing increases the cost two or three cents a pound, and consequently smaller packages than those heretofore sold need not be expected. Particularly unfortunate for the hand-to-mouth retailer is the fact that the most popular two brands cannot be bought in packages of less than eight and nine pounds respectively. Others are sold in smaller packages and a great scarcity of these smaller packages before the close of October is predicted. Jolly Tar comes in packages of 8, 16 and 28 pounds, Newsboy in 9, 16 and 25, Pure Grape in 4 and 7, Piper Heidsick in 4, 17 and 14, Gold Rope in 4 and 6, Happy Thought in 5, Bootjack in 1, 2 and 4 and Drummond's Natural Leaf in 2 and 5.

COUNTERFEIT MONEY.

Apparently none of the counterfeit money which convicts in the Eastern Penitentiary were engaged in making found its way into general circulation; for inquiry among jobbers who supply small dealers in cigars and tobacco results in the information that they have discovered none of the bogus coin among their receipts. Whenever counterfeit coins are circulated, the "shovers of the queer" almost invariably select cigar stores as places to dispose of them. Consequently the fact that not any of the products of the mint at the Eastern Penitentiary have been used by small retailers in paying their bills is pretty good evidence that the counterfeiting operations were discovered in time to prevent any serious harm.

FINED FOR SUNDAY SELLING.

H. B. Heyden, 3027 York street.
C. Hubeler, 2104 Ridge avenue.
H. W. Ihrig, 2845 Diamond street.
W. M. Jungling, 2340 Ridge avenue.
M. Kuder, 3443 Ridge avenue.
J. Legerstein, 1843 Ridge avenue.
Caspar Leitzerich, 2504 Ridge avenue.
B. Lubar, 19th and Girard avenue.
J. H. Lauer, 2155 Ridge avenue.
Louis H. Michel, 3040 Diamond street.
C. P. Mund, 1223 Market street.
James McKay, 4168 Ridge avenue.
J. H. Mellon, 3000 Ridge avenue.
J. Morris, 2213 Ridge avenue.
E. A. Null, 2306 Columbia avenue.
C. Pagel, 3401 Ridge avenue.
Edw. Pole, Jr., 2431 Montgomery ave.
E. Posern, 2040 Ridge avenue.
A. Runge, 2 Market street.
M. Schienfeld, 16th and Ridge avenue.
John Spies, 1844 Ridge avenue.
J. J. Scheurer, 8th and Spring Garden streets.
George Schu, 2408 Napa street.
A. H. Valentin, 19th and Ridge avenue.
W. E. J. White, 3351 Ridge avenue.
Henry Wade, 2428 Ridge avenue.
Samuel Zarakos, 637 Market street.
L. H. Allen, 31st and Dauphin streets.
John Baumann, 3224 York street.
Adam Borschel, 2904 Ridge avenue.
S. Cole, 3007 Ridge avenue.
R. Crooks, 4253 Ridge avenue.
John M. Downs, 7720 Ridge avenue.
D. Einsteen, 30th and Dauphin streets.
E. B. Freeland, 3305 Ridge avenue.
A. Fischer, 1812 Ridge avenue.
J. D. Farmakis, 9 Market street.
J. D. Farmakis, 1211 Market street.
J. P. Farmakis, 701 Market street.
J. P. Farmakis, 208 N. 8th street.
A. Greenfield, Ridge avenue and Jefferson street.
J. Georgitsos, 105 Market street.
William H. Garner, 2628 Ridge avenue.
W. Gillespie, 4262 Ridge avenue.

HOLIDAY CIGARS.

The Allen & Marshall Co. has begun filling holiday orders. These orders usually call for "fortieth" packages, many people who like to give away "a box of cigars" preferring to pay for twenty-five instead of fifty. The holiday orders the Allen & Marshall Co. are now engaged in filling are for their leading brands, the Hunter and the Ursa, which, for this trade, are given a little more of a fancy dress than usual, with tin-foil, bands, etc.

BACK IN PHILADELPHIA.

J. E. Tuck, President of the Retail Cigar and Tobacco Dealers' Association of Philadelphia, has returned to the city after an absence of four weeks, during which he and Mrs. Tuck made a business trip extending to Chicago. In Buffalo, Chicago and other places Mr. Tuck had long talks with men prominent in the trade, and he has returned with the belief that all the agitation to push the sale of independent goods has amounted to practically nothing. He considers Philadelphia fortunate in having had practically no occasion to make such a fight as has been made in other places, particularly as such fights have not been successful.

INTERNAL REVENUE RECEIPTS.

The receipts for stamps at the Philadelphia Internal Revenue office for the month of September were:

Cigars	at $3 00		$156,462 93
"	"	54	5 94
"	"	3 00	36 00
"	"	1 08	3,945 78
Cigarettes	"	54	89 10
Tobacco	"	06	5,928 87
Snuff	"	06	18,225 60
Total			$184,694 22

INFORMERS ACCUSED.

Two of the agents the Sabbath Association employs to collect evidence against cigar dealers who do business on Sunday have appeared in court as defendants the past week. One is Albert Hoover, of Bringhurst street, Germantown, who was accused under the same law, that of 1794, under which so many cigar dealers have been convicted. He admitted having spent all of Sunday in visiting cigar stores and making purchases in order that he might make complaints against the sellers, and he also admitted that he had been paid for the work. Magistrate O'Brien fined him $6.50. The charge against S. L. Biddle was one of perjury, the complainant being Philip Tunis. The evidence was partly heard by Magistrate Eisenbrown and will be concluded Saturday of this week.

BRANCH HOUSE OPENED.

Without any flourish of trumpets, but in a dignified and business-like way, Bremer Bros. & Boehm, of Philadelphia and Reading, opened their branch house in the latter place on October 1. The firm's cordial invitation to all interested to call was accepted by many of its friends and George W. Bremer, Jr., and Oscar G. Boehm, who were present, not only received congratulations and good wishes, but a number of orders as well. Repairs and improvements at the firm's new place of business are now in progress and when they are completed the office will be a very attractive place and all accommodations which the patrons of the house may need will have been provided.

MOSTLY PERSONAL.

C. D. Jones is on a leaf buying trip in the western part of Ohio.

Simon S. Swartz, of the Loeb-Swartz Tobacco Co., is devoting this week to a trip up the State

Mr. Abrams, of Garcia, Vega & Carcaba, of St. Augustine, was in Philadelphia early this week.

Ventura Blanco, the Arch street manufacturer, will sail for Cuba Saturday to replenish his stock of Havana tobacco.

On Yom Kippur Day a bouncing boy arrived in the home of B. Liberman. The family now consists of five, parents included.

Recent additions to the stock of L. P. Kimmig & Co. include choice packings of 1902 Pennsylvania Broadleaf and 1902 Connecticut.

Willie Kohlberg, of Kohlberg Brothers & Rothenberg, of New York has been doing a great business in Philadelphia the past week.

The President of the Philadelphia Leaf Tobacco Board of Trade has been invited to be one of the eleven members of the Finance Committee of the National Cigar Dealers' Association.

After several months of absence from the market, owing to litigation, the Chico cigar is again on sale and the manufacturer, M. Kleinberg, receives many compliments on its quality.

Charles Hipple, of Hipple Brothers, has returned from one of his semi-occasional trips up the state. The firm expects to begin occupancy of its new quarters on Arch street Saturday of this week.

W. F. Conly & Son, auctioneers on South Front street, announce a sale of a manufacturer's stock including some twenty-five bales of Havana and Sumatra and some thirty-five cases of seed tobaccos.

Morris D. Neumann, of M. D. Neumann & Co., is on a western trip which will continue until about November 1 and extend to Denver or beyond. The fac-

Smooth as Well as Rigid; Rigid as Well as Smooth

Such is the table-surface of

Liberman's Latest

Ball-Bearing

Roller Suction Machine

No other machine on the market does such clean cutting, and no other is as practical in any other way.

Nothing to prevent the full swing of the arm in palm-rolling.

Absolutely no streaking of the leaf in cutting.

Send for new blue-print booklet.

The Liberman Manufacturing Company,

Manufacturers of Cigar Making Machinery,

223--5--7 South Fifth Street, PHILADELPHIA, PA.

tory at Broad and Wallace streets is in charge of Joseph Guckenheimer, Mr. Neumann's partner.

Otto Eisenlohr represented the cigar dealing interests at the meeting held last week to organize the Merchants' and Travelers' Association of Philadelphia, but there was no representation of the leaf tobacco dealers, although men engaged in thirty-five different lines of trade were present.

Arthur Hagen & Co. announce that for better convenience, under the late ruling of the Commissioner of Internal Revenue relating to broken packages, Pure Grape will hereafter be packed in 4 and 8 pound boxes; also that the price of Pure Grape has been advanced two cents per pound, to 47 cents.

One of several recent shipments of Sumatra leaf, a lot of fifty-three bales, is now on its way from Holland for K. Straus & Co. The purchases were made by Adolf Loeb, one of the members of the firm, who will be present at the last inscription of this year, on Friday of this week, and will sail for home October 14.

J. C. Heymann, of Heymann & Co., has returned from his Western trip, during which he opened some very desirable new accounts which included the placing of his goods with such houses as Steele, Wedeles & Co. and Reid, Murdock & Co., of Chicago, and Noyes Brothers & Cutler, of Minneapolis. Mr. Heymann's trip extended to Butte, Montana, where he is doing a highly satisfactory business.

PHILADELPHIA LEAF MARKET

Trade has been particularly good the past week. Quite a business has been done in 1901 Zimmer Spanish, the inquiries exceeding the supply of samples. Some 1,500 cases of 1902 Pennsylvania Broad Leaf B's have changed owners. Every lot of bindery goods has been picked up as soon as samples have been submitted. There has been quite a little inquiry for 1902 Wisconsin, and several lots have been sold, although samples are slow in coming in. There has been a fair demand for old Havana. The market for Sumatra has remained practically unchanged.

War in York County.

New Factory Manned by Men Who Were Out on Strike.

York, Pa., Oct. 5, 1903.

During September the receipts of the internal revenue office in this city reached $113,600. This is far in excess of any previous month of September, and denotes a marked increase in the cigar-making business.

The factory of Michael Hose, of Dallastown, in Windsor, Pa., was started with hands who had struck for higher wages in the factories where they were formerly employed. The price asked being given by the new factory, the outcome promises to be a war between manufacturers rather than between employer and employe.

R. D. Zech shipped to Lancaster, for packing, two car-loads of tobacco last week, one from Bridgeton and one from Shrewsbury, most of the tobacco being Havana. Mr. Zech is about through with his purchases of the 1902 crop, which he has been making since November 1.

The cigar factory opened by Charles Buzby in Emigsville, some time ago, has been closed, owing to lack of hands.

Additional New York Notes.

Jac Wertheim, President of the United Cigar Manufacturers, has returned from his vacation in Europe.

The United Cigar Manufacturers' new factory at Perth Amboy, N. J., is now in full operation with a force of fully 300 hands.

***

E. C. Morris, the well-known cigar dealer of Scranton, Pa., was in New York last week.

***

Among the out-of-town visitors to New York last week, was Leo Abraham, of Milwaukee.

The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in **LEAF TOBACCO**
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in **Leaf Tobacco**
Lancaster, Pa.

J. W. BRENNEMAN,
Packer of and Dealer in
Leaf Tobacco
MAIN OFFICE,
Millersville, Pa.

United 'Phones: { No. 931 A, Millersville. No. 1803, Lancaster.
Lancaster Office, 110-112 W. WALNUT STREET

THOS. R. DECKER
YORK, PENNA.

MANUFACTURER OF
Sweet Damsel, D. & S.
High Grade Medium Priced
Cigars
For the Wholesale and Jobbing Trade. Correspondence invited.

Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon, Maker, Moundsville, W. Va.
Jobbers, Write for Samples.

Lancaster's Litigation.

Plaintiff Wins in a Suit Over the Sale of a Tobacco Crop.

Lancaster, October 7.

In comparison with the past few months the past week in the leaf trade in Lancaster County was dull. Manufacturers and other operators, who have been so numerous recently in our market, appear to have retired—to reappear soon, our people trust. Sales that ranged from 2000 to 4000 cases a week could not be expected to continue indefinitely, because they carried away the bulk of the crop that was for sale. Prices have stiffened somewhat, so there is no lack of reasons to account for diminished sales. The total sales for the week were 1311 cases as against 2721 cases for the corresponding week of last year.

Most of the late tobacco is now under cover, fear of frost and hail having operated to cause the growers to put it away. Much was not in the best of shape for housing; yet it is probably as fit as it was likely to become. Everything considered, the crop turned out a great deal better than was at one time indicated. The seed leaf was particularly slow, and many fields looked like total failures at one time; but a long-drawn-out season and a little warm weather at the tail-end helped out.

M. D. Keller, of White Rock, has just harvested his "second crop," the first planting having been stripped by August 24 and he thinks the second promises well. For several years he has given special attention to growing two crops on the same ground in one season, and last year he was particularly successful. This year he force-sweated his first crop of Havana seed, and samples of cigars covered with it look well.

A Lancaster leaf dealer has appeared as a champion of the much-maligned 1901 crop, which, he says, will yet be in demand by dealers. He says various things occurred to give it a black eye, on the principle that "give a dog a bad name and everybody will be ready to kick it." He says the tobacco makes a free smoker and has a good flavor.

H. H. Miller, leaf dealer, of Lancaster, says the present unsettled condition of the stock market has its effect on cigar manufacturers by making business conditions uncertain, and cigar men are chary about loading up heavily with leaf. They buy as they need, and keep prepared to meet their obligations, as a measure of safety.

In the Common Pleas Court, the past week, J. B. Thompson, of Colerain, secured a verdict of $260.26 against I. H. Weaver, dealer, the full amount of the claim. Weaver's agent contracted for seven acres of tobacco in October, 1899, but Thompson could deliver only three acres, 4232 pounds, which, he said, was satisfactory to Weaver's agent. Mr. Weaver claimed that his agreement to pay six cents a pound was based on a crop of seven acres and not a portion of it, and that the best four acres were sold to another dealer.

The receipts on cigars for the Ninth Internal Revenue District for September were $208,907.01, as against $208,399.10 in the corresponding month of 1902.

Victor V. Strohn, of Cassidy & Co., New York, leaf dealers, was among the late visitors to Lancaster, and it was his first visit to this territory. He had just returned from Ohio and Michigan. He was well pleased with this section. From here he was bound for the New England States. Other visitors were Meyer Jaskulek, of Meyer Jaskulek & Co., of Cleveland, O.; I. Back, of E. Back & Son, New York leaf dealers, and Barney Regenberg, of Hunsdale, Smith & Co., New York.

E. H. Briody, representing S. R. Moss & Co., cigar manufacturers of three months' trip in the South and West, month's trip in the South and West, well pleased from a business standpoint.

In and Near 'Frisco.

Leaf Dealing and Cigar Selling on the Pacific Coast.

Bureau of The Tobacco World,
230 California St.

San Francisco, Sept. 29, 1903.

Usually the month of September marks a change from the dull times of the month or two previous and begins to develop a good trade, but this September has been quiet to a degree that has been discouraging to the majority of jobbers and retailers. The change which should have begun at the first of the month did not take place until along toward the last. There has been a decided change in the local weather conditions and that seems to be giving some life to the retail trade.

J. L. Daniels, representing J. Friedman & Co., whose offices are located on Front street, left Saturday to meet H. C. Friedman, who is coming to the Pacific coast direct from Havana with his entire line of Havana wrappers, etc. Mr. Friedman left New Orleans one night last week and will meet Mr. Daniels in Los Angeles. From that point they will begin together to make a trip throughout the coast.

Ehrman Bros. & Co. have a new man in Southern California and in Arizona, Harry Welch, who is doing well in that territory and sending in good orders. The company's new line of Prince Talleyrand have been running especially well during the past month.

Jacob Stahl, an Eastern manufacturer, is at present in San Francisco, making his headquarters with the Spohn-Patrick Company.

H. Bier, of H. Bier & Co., reports that he is now about a month behind on orders for his Vanderbilt cigar. Trade activity has kept up with him exceptionally well during the last month.

Ed Whiting, representing Reiss Bros., Chicago, is now in San Francisco prepared to cover the coast territory.

A. T. Phillips, representing John J. Bagley & Co., has started on his northern trip by way of Stockton, Sacramento and Eureka and sends in word that he is doing a good business in the northern towns.

Abe Enkle will start out this week from the cigar department of Goldberg, Bowen & Co., with the El Telegrafo cigar of the Ferdinand Hirsch Company. Mr. Enkle is well known on the coast and formerly traveled with the Victoria de Cologne. Sam Newmark, of the cigar department, reports that trade with the company has continued excellent for the past week or two.

Charles P. Sichel is about ready to show his new brand of El Caros. Sam Caro, the manufacturer, is due to arrive in San Francisco this week.

"Doc" Strauss, one of the well known cigar drummers on the coast, who travels for the M. Blaskower Company, is preparing to start on a trip to Oregon and Washington. M. Blaskower left last week on a short trip in the country. The company reports that the best sales lately have been on the Conqueror cigar.

Moser & Jacobs are new dealers in San Francisco who have recently located on Third street. They bought the stand that was formerly occupied by Mr. Brown.

J. Mierson, of Krumb & Mierson, has returned after a three weeks' stay in the country.

Last week Harry Dupue bought out the stand at 16 Third street.

O'Brien & Keller will take the stand at 101 Powell street, now occupied by Ben Adler, on the 1st of October. Ben Adler will move his effects to the stand he now occupies on Market street.

Charlie Frank, representing Bustillo Bros. & Diaz, is expected back on the fifth of the month after an absence from

HIGH-GRADE CIGARS
Manufactured by
A. W. Zug,
East Petersburg, Pa.
We Employ No Salesmen
All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

AMERICAN EMPIRE

10 CENT
Jno. F. Shatz & Co.
MANUFACTURERS OF HAND MADE
Havana Cigars.
FACTORY No 12
1ST DISTRICT, PA.
READING, PA.
EL VOLCANO

5 CENT

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. JOHN E. OLP, Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of Nashville, Pa.
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

A sure cure for Dry Cigars and Tobacco.

A cure for foul, slimy, Sponge, Cotton and Felt.
The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.
Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock.
No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities.
No. 2 for tobacco pails. No. 4, Pans 3x11x2 to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 3x7x17 for each wall case shelf; 3x18x40 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.
O. R. RICE & CO., 106 East 14th Street, NEW YORK.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON, Factory Representative for Penna. 1133 Ridge Avenue, Phila.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Mt. Carmel Cigar Manufact'g Co.
Manufacturers of Fine Havana and Domestic Cigars
Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Reeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

the city of four or five months.

The Red Front Department Store is now displaying a new 5-cent cigar, the Green Stamp.

Albert M. Kohlberg, a member of the firm of Kohlberg & Co., of San Francisco, is in Riverside, Cal., on a combined business and pleasure trip.

Preparations are now under way for the removal of the Benecia cigar factory from the present location in Benecia to the store adjoining Singler's barber shop. This store will be almost new when the present alterations are completed.

The cigar store formerly run by Stewart & Buckholder at Eureka, Cal., has changed hands and will hereafter be run by T. J. Calahan and J. H. Brown under the name of the Alcazar Cigar Store and Club Rooms.

John C. Held, a cigar manufacturer or San Francisco, Cal., committed suicide last Thursday by swallowing carbolic acid. Mr. Held had been in ill health for several months.

J. R. Collison has moved his cigar store from the southern end of Alvarado street, in Monterey, to neater and more centrally located quarters on Franklin street. The place is attractively fitted up, and Mr. Collison will be able to build up a larger business.

W. K. Comers, of San Francisco, is making preparations to open a cigar store at Point Richmond, Cal.

James E. Wilson, the Higuera street cigar dealer at San Luis Obispo, Cal., has greatly improved his store by remodeling the interior and adding several new counters and cases.

Trade-Mark Register.

NEW LIFE. 14,228
For chewing and smoking tobacco. Registered September 29, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

COSSACK. 14,229
For chewing and smoking tobacco. Registered September 29, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

FINER THAN SILK. 14,230
For cigars. Registered October 2, 1903, at 9 a m, by the John Steigerwalt Co., Philadelphia, Pa.

WHITE STAR. 14,231
For chewing and smoking tobacco. Registered October 5, 1903, at 9 a m, by J. Young, Philadelphia, Pa.

O-Hi-O. 14,232
For cigars, cigarettes and tobacco. Registered October 6, 1903, at 9 a m, by B. F. Newswanger, Lancaster, Pa.

TRUE PETS. 14,233
For cigars. Registered October 6, 1903, at 9 a m, by J. C. Herkert & Co., Dallastown, Pa.

GENUINE PETS. 14,234
For cigars. Registered October 6, 1903, at 9 a m, by J. C. Heckert & Co., Dallastown, Pa.

S. L. 14,235
For cigars, cigarettes, cheroots and stogies. Registered October 6, 1903, at 9 a m, by Louis Smith, Belle Vernon, Pa.

REJECTIONS.

Cuban Leaf, Mr. Ney, Rob Roy.

TRANSFERS

VERIBEST, registered for ribbon cut smoking and chewing tobacco, July 7, 1903, by J. Young, Philadelphia, was transferred to the Pennsylvania Tobacco Works, Philadelphia, Pa., Oct., 6, 1903.

OLD TOKAY, PLEASURE BUTTS, BOMOSA, SHREDDED LEAF, CYKO, WABASH TIPS, SNAPPA, CREAM BUTTS, and CREX, registered July 7, 1903, for chewing and smoking tobacco, by J. Young, Philadelphia, were transferred to the Pennsylvania Tobacco Works, Philadelphia, Oct. 6, 1903.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Cedarettes, Manilla Bales, Brown Owl, My Lady Mollie, My Lady Dolly, On the Rock, O'Hannes Wat'n Hot! El Far, Coal Castle, Mt. Battie, Megunticook, Carl Hein, La Influente, El Bisonte, Caughnawaga, Merchandise, Williams & Walker, Pronostico, La Prosa, The Strand, Pearl of the State, Man About Town, Hedden's Havana, The Light of Russia, Amherst Mixture, Boiled Dinner, Nock Along, Just What I Want, La Flor de L. Sanchez y Ca., La Flor de L. Sanchez & Co., Nuala, Cathal, Rednip, Miss Tageline, American Educator, Pax Mundi, Why Pay Ten, Michigan Points, Michigan Heads, Michigan Ends, Michigan Tips, Detroit Tips, Liberty Scents, Scents of Liberty, Five Scents, Governor Weight, Morphia, Havanian, Strike Winner, Victor of Wagram, Cuban-Empire, Light Highland Park Rose, Fromer, Yale Ribbon, Moosh, Central Park West, Uncle Dud, Common Scents, American Scents. U. S. Scents, Union Special Fives, Saint Marie, Orange King, Althea, Fat Tick, Clarice, Allegan, The Wall, University of Decatur, Ill., Cuban Reales.

CONSOLIDATED TOBACCO CO.

Early in January of this year the Consolidated Tobacco Co. declared a cash dividend of 20 per cent. on its stock. At the time the dividend was declared the capital stock amounted to $30,000,000. The payment of the dividend required a disbursement of $6,000,000. About the same time the stock was increased $40,000,000. This dividend was a lump dividend for a specified period. It was intimated at the time that during the last year quarterly disbursements would be made on the consolidated stock. So far, none has been heard of. It is rumored now, however, that it is proposed to declare another lump dividend of 20 per cent. early in 1904.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000 Factories: Cigars
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

J. K. PFALTZGRAFF & CO.
Manufacturers of High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"ENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—*The* Bear Brand—*The* Cub Brand—*The* Essie Brand.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY.
DALLASTOWN, PA.
LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871.

LA UNION CIGAR CO.

Hanover, Pa.
Manufacturers of
High Grade Union Made
Cigars
SPECIAL BRANDS:
ALEX WILSON—ten sizes;
MINERS' VICTORY, PRIMO, LITTLE PEDRO, and LA UNION CROOKS.

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced Cigars
Red Lion, Pa.
Remember—the MELODIOSO is Our Leader.

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE
Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,

Packers and Dealers in Leaf Tobacco

105 S. George St., YORK, PA.

Walter B Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of Leaf Tobacco

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.

Packers of Leaf Tobacco

James and Prince Streets,

LANCASTER, PA.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

A. J. HINSEY,

Manufacturer of

Fine Havana and Domestic CIGARS

For Wholesale and Jobbing Trade Only. Correspondence solicited. Akron, Pa.

E. B. STONER,

Packer of and Dealer in

PENNA. LEAF TOBACCO

Hellam, Pa.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

Much has been said about early and later tobacco of the present year's growth, especially of the color, the early being of a yellowish, at least that raised upon light soil, while that raised upon a heavier soil was of a dark green color. Now this is true of almost every year's growth; not only is it of a greener color while it is growing, but the same green color clings to it after it is harvested, and, in fact, it never quite leaves the crop, not even after the leaf is used for a wrapper, and even then, perhaps, it is much too green for a wrapper, and must be used as a binder at last.

Now a leaf of tobacco that has marked upon it the word "wrapper" is always of a light mottled yellowish cast at the time of harvesting; such leaves have the words "light wrapper" on them always, so be not discouraged about the yellow cast, but make up your mind that there are wrappers in it and light ones, too. Again, there are apt to be more light wrappers in the early-grown tobacco than in late crops. There is something in the warm days of August that cannot be obtained from the nearly frosty nights and shorter days of September that cannot be explained in any other way only that it is very desirable to have days with more daylight and less darkness, more warmth and less damp coldness to mature a fine light wrapper leaf that will produce a fine white ash instead of a gray, mucky ash. As far as our experience goes, the earlier set and quicker growing plant invariably (although yellowish growth) will oftener produce a light leaf with good ash than one set later (on the same soil).

Growers should not be frightened by the cry that it is too yellow to make good wrappers, for if you have ever kept the crop in the bundle you have noticed that the tobacco almost always turns several shades darker by laying two or three weeks after stripping.

Our correspondents write:

Hinsdale, N. H.: "I have to report the sales of several crops the past week: E. Coles 3 cases 1902 crop assorted, 12c; A. Taylor 8 cases damaged, 5c; J. K. Bascom 8 cases damaged, 10c; D. W. Stearns 15 cases assorted, 15c; one lot W. B. Adams, p. t."

East Whately, Mass.: "D. L. Crafts has sold his crop of 1902, 11 cs., at 15c."

Enfield, Ct.: "Buyers have been quite busy looking the past week all through this section, but have bought but little. Some good crops, though, have been picked up at prices from 19 to 25c in the bundle. Joseph Watson, Havana seed, 23c; Welch Brothers, Havana seed, 21½c; P. Carney, Havana seed, 21c; A. H. Bolter, Havana seed, 20c; George Parsons, Havana seed, 19c."—Cultivat'r

Phones: { Keystone, 65-64A Main Bell 62-39A

M. Kaufman & Co.

Manufacturers of Union Made

Turkish Cigarettes

504 S. Fifth St., Phila.

Special Brands:

MUNJURA, MATCHAKA, MIENAS.

Manhattan Briar Pipe Co

Manufacturers of

Briar and Meerschaum Pipes

Importers of

SMOKERS' ARTICLES

Salesroom, 10 East 18th St. NEW YORK.

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of

Fine and Common Cigars

Established 1890.

Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ

Manufacturer of High Grade

EGYPTIAN CIGARETTES

74 Wooster Street NEW YORK

Traveler—Cork Tips. Planet—Gold Tips
Planet—Plain Tips. Planet—Cork Tips

KLEINBERG'S

Chico CIGARS

AGAIN ON THE MARKET.

A Better Cigar than ever, and Selling Faster than ever before.

M. KLEINBERG,

Manufacturer,

219 N. Second Street, Philadelphia.

PATENTS

promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo. for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. Address,

H. B. WILLSON & CO. Patent Attorneys

774 F Street, N. W., WASHINGTON, D. C.

DETROIT AND BUFFALO STEAMBOAT CO.

QUEENS OF THE LAKES

Steamers Eastern States and Western States

$3 SAVED TO ANY POINT WEST

Lv. BUFFALO daily 5.30 P. M., ar. DETROIT 7.30 A. M., connecting with all trains West and S. & C. for Michigan points. Lv. DETROIT daily 4.00 P. M., ar. BUFFALO 7.30 A. M. Fare: $4.50 one way, round trip $8.00. Berths $1.00 and $1.50, rooms $2.50, parlor $3.00, each way. Week End Excursions DETROIT and Return, $2.50. Send 2c. for illustrated pamphlet. Address A. A. SCHANTZ, G. P. T. M., Detroit, Mich.

Revenue in Reading.

Over Two Hundred Cigar Factories in the Berks District.

Reading, Pa., Oct. 3, 1903.

The receipts at the Internal Revenue office for September were: Cigars and cigarettes, $38,318.37; tobacco, $1505.01; total, $81,718.38. This was an increase over August of $2658.54 for cigars and cigarettes and $44.76 for tobacco.

I. J. Goldsmith, cigar manufacturer here, is making a new nickel cigar for E. J. Gable, called "60 Minutes in Havana, or the Gable." Mr. Goldsmith recently placed on the market a 10-cent cigar styled the "Armerelle."

Cigar Manufacturer Frank B. Ream has returned from an extensive business trip through the eastern section of the State, during which he spent some time in looking up trade in Philadelphia.

Cigar Dealer A. S. Weber has added a handsome "Fortuna" music box as an attraction to his cigar store. The music box is enclosed in a carved walnut cabinet and was imported by Mr. Weber from Germany. It is one of the finest of its kind in the city.

The cigar factory of M. Steppacher is rushed with orders. This is the largest union-label cigar factory in this district and does a large business. The firm ships a large block of its output to New England. Mr. Steppacher says that the outlook is very bright and he predicts a busy season from now on.

The employes of Yocum Brothers' factory have been working two evenings each week in order to rush orders. The firm's trade has been heavier than in any other year, and the outlook for the fall and winter is fine. W. H. Yocum, a member of the firm, is now on a trip through the West, visiting the large jobbers. He is meeting with great success and says that trade is active.

Charles B. Statt, formerly of Schuylkill County, has rented the building at 222 Pearl street, and has opened a model cigar factory. The place has been handsomely furnished throughout. He will manufacture fine hand-made cigars.

Cigar Manufacturer John J. Roth is one of the busy cigar manufacturers. He recently put a number of additional hands to work. He has a large demand for his "Modern Woodmen" and "What" brands and recently enlarged his work rooms.

The Berks Internal Revenue district is now the largest in the State, according to the statement recently given out by the revenue office, which shows that there are 217 cigar factories and 25 tobacco factories in the district.

Weidman & Moyer, cigar box manufacturers at Womelsdorf, are rushed with orders and are advertising for additional help in the trimming department. They supply quite a number of cigar manufacturers here with boxes.

Fred E. Hawk, of Bitting & Hawk, visited the western section of the State in the interest of his firm last week and was quite successful.

John G. Spatz, of John G. Spatz & Co., has returned home from his Western trip, which included the principal cities between the Allegheny mountains and the Missouri River territory. The trip was a very successful one, and Mr. Spatz secured an unusual number of orders on high grade nickel cigars, and particularly on seed and Havana cigars. Quite a number of these orders were for the "American Empire" and "El Volcano" brands. The firm is operating the factory at Reading on full time, and began nightwork this week. Its volume of business this year is from 20 to 25 per cent. in excess of that of last year, the increase being entirely on seed and Havana cigars.

EDGERTON WIS.

The week has brought very little worth recording as tobacco news. The work of the harvest being over, the curing of the crop proceeding satisfactorily, the grower finds little to worry over. The weather conditions continue decidedly favorable to a rapid curing in the sheds. Most of the early harvested leaf is now cured out to the stem, and even the later cut has now passed danger from shed damage.

Buying has not been resumed in any of the growing localities since the first rush was over, except in a straggling sort of way, and riding even almost suspended. None of the large operators have any men on the road.

Nothing has transpired in the cured leaf market in the way of trades closed aside from the ordinary sales in small lots. Sampling of the '02 packings is still going forward, but not many of the samples have yet appeared in the Eastern market centers. Out of town dealers are coming into the State quite freely and inspecting the holdings of local packers, which gives encouragement for trading.

Shipments, 500 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

The past month has been very quiet and dull, with small sales. With market selling so very low and the quality of leaf good it looks like a strong inducement to buyers as present prices are the lowest of the season, and the loss in sweating process already sustained would enable manufacturers and dealers to compete successfully with an advance of 1 to 2c a pound over purchases made in the first half of the year. Lugs are all gone.

QUOTATIONS

Leaf—Short: Common, 5 to 5¼c; Medium, 5¾ to 6c; Good, 6 to 6¼c.

Leaf—22 to 26 in.: Common, 6 to 6¼c; Medium, 6½ to 7c; Good, 7 to 8c.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in Sept. were	44	Hhds.
Sales " " "	622	"
Shipments in " "	1,174	"
Total stocks Oct. 1, "	5,923	"

Buyers' stocks, 688 hhds; Sellers' stocks 5,235 hhds.

Stocks were reduced during September 739 hhds.

Our receipts this week were 3 hhds.; offerings on the breaks 32 hhds.; public and private sales, 65 hhds.

There was no change in the character or condition of the offerings, which continue to consist of the lower grades of Leaf and Lugs. The sales are mostly made privately at about unchanged prices.

The new crop is now virtually all housed. The last fourth, that was cut before full maturity, will show much poor quality.

QUOTATIONS:

Low Lugs	$3.75	to	$4.25
Common Lugs	4.25	to	4 75
Medium Lugs	5.00	to	5.25
Good Lugs	——	to	——
Low Leaf	5.00	to	5.50
Common Leaf	5.75	to	6.50
Medium Leaf	6.75	to	7.75
Good Leaf	8 00	to	9 00

Smoke

FAUGH-A-BALLAGH

5c CIGAR

WRITE

GRANEY

Commercial Cigar Co.

476 North High Street, COLUMBUS, OHIO.

Denver Union Cigar Factory

MANUFACTURERS OF

STRICTLY UNION-MADE

CIGARS

Correspondence with the Wholesale and Jobbing Trade Invited. Denver, Pa.

Barnesville Cigar Co.

W. H. BARLOW, Proprietor, *Barnesville, Ohio,* MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB
RUSTIC
BLUE POINTS
CRYSTAL
EUREKA
PRIVATE STOCK
TRIUMPH
OLD JUDGE
CHERRY RIPE

Jobbing Trade solicited. Write for Samples.

T. L. ADAIR, *Established 1895*

WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

J. E. SHERTS & CO.

Manufacturers of

High-Grade Seed and Havana CIGARS

Lancaster, Pa.

E. E. Weaver

Manufacturer of Fine Cigars

TERRE HILL, PA.

Orders from the Jobbing Trade Solicited. Shipping Station, East Earl.

THE CIGAR JUDGE
Announces
His Decision
He gives the Blue Ribbon for the Best Smoke at the price to
3--I--C
Specials
You want to know for your business' sake about this good seller and satisfaction giver, Mr. Jobber. Write to-day for terms and samples. Sold to Jobbers only.
PHARES W. FRY
Lancaster, Pa.

A Winning Proposition
That is what you will find in the
HES-RA
The Latest and Best
Egyptian Cigarettes
on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.
M. G. Hollis & Co.
Manufacturers,
READING, PA.

G. M. Wechter, *Established 1883*
Manufacturer of
Cigar Boxes
GOLD LEAF PRINTING a Specialty
Akron, Pa.

F. W. Dohrmann [Estab'd 1873] Theo. S. Dohrmann.
F. W. Dohrmann & Son,
Packers of Cigar Tobacco
Packing Houses: Covington, O. Gettysburg, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.
Redryers of Burley Tobacco
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.
Samples forwarded on application.
Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

Training Factory Girls.

Four hundred young women in Greenville, S. C., have applied for positions in a new cigar factory there, and will receive instruction in cigar making. They have been divided into eight groups, and are to begin work fifty at a time. The first group has made good progress, and the others are to follow as soon as the preceding ones acquire a satisfactory amount of skill. The factory is large enough for nearly 1,000 hands. The American Cigar Co. takes the output of the factory.

Business Changes, Fires, Etc.

Colorado.

Denver. Mrs. Ellen Burke, cigars, etc., sold out.——R. S. Fedder, cigars, etc, succeeded by C. A. Jennings.

Connecticut.

Meriden. Fred. D. Sloane, cigars, petition in bankruptcy.

Delaware.

Wilmington. H. P. Willis, cigars and tobacco, succeeded by Harry Kenyon.

Illinois.

Paw Paw. F. E. Mattison, cigars, succeeded by W. E. Cox.

Indiana.

Indianapolis. George W. Katz, retail cigars, chattel mortgage.

Michigan.

Detroit. Milton Kuttnauer, proprietor of Cabinet Cigar Co., trust chattel mtge.

Missouri.

St. Louis. Hugo A. Leiner, of Leiner Bros., cigar manufacturers, dead.

New York.

Jamestown. Anderson & Wicauder, cigars, tobacco, etc., succeeded by a firm of same name.

New York City. John Jacobs, of Leopold Powell & Co., cigar mfrs., retired.

Oregon.

Condon. H. H. Little, cigars, etc., chattel mortgage, $925.

Pennsylvania.

Harrisburg. C. A. Straub, tobacco and cigars, judgments $702 against him and judgment $97 against him and others——Reading. Geo. H. Beddow, cigars and tobacco, succeeded by H. A. Finck.

Wisconsin.

Milwaukee. Leising Brothers, Theo. Leising, et al., real estate mtge., $2,000.

River Falls. A. M. Michelson, cigar manufacturer, real estate mtge., $2,000.

PATENTS RELATING to TOBACCO, Etc.

739,982 Lighter for cigars, cigarettes, or the like, Leopold E. Butcher, London, England.

739,985 Device for operating ventilating doors of tobacco-barns, Walter D. Case, Granby, Conn.

740,230 Tobacco curing furnace. Neill A. Carter, Raynham, N. C.

739,987 Delivery mechanism for cigarette machines, Wm. T. Coulter, Burton Heights, Va.

739,850 Pencil-sheath, adapted to operate as a cigarette maker, Gerhard C. Geisler, West Kensington, London, and A. T. M. Thomson, Epsom, England.

739,897 Cigarette machine, Traugot Moesinger, Brooklyn, N. Y.

739,935 Cigarette wrapping tube. Caspar Simon, Jersey City, N. J.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

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CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Special Designs
Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty
CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels
TELEPHONE.
Metal Printed Labels

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
143 Liberty St.
New York.

CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

Best Workmanship
The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

Frank Ruscher
Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

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G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
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LEAF TOBACCO BROKER
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Cable Address, "Boales," U. S. A.
Lieber's Code & Arnold's No 5 Tobacco Cipher.

Cigar and Tobacco Factories
are Earning Fat Dividends when Located in Seaboard Territory.
The Seaboard traverses from end to end the tobacco belt of the South, and a location can be given you from which within a radius of one hundred miles you can draw every grade of tobacco, including the finest Shade Grown Sumatra.
If you want to come South for any reason ask for our literature; if you want to locate a factory ask for our special proposition to manufacturers.
J. W. WHITE,
General Industrial Agent, Portsmouth, Va.
SEABOARD AIR LINE RAILWAY.

SAVE CIGAR BANDS!

ANOTHER FREE DISTRIBUTION

OF

$142,500

Will be Made in December, 1903, Based on the Month of NOVEMBER, 1903, to Smokers of

"CREMO"	"FONTELLA"	"WEGO"	"SIONA"
"CUBANOLA"	"RENOWN"	"NERVE"	"SPANIOLA"
"GEO. W. CHILDS"	"SALVA FUMA"	"STAR"	"TWO ORPHANS" (2 for 5c)
"JACKSON SQUARE"	"SANTA BANA"	"LILLIAN RUSSELL"	"BENEFACTOR"
"PREMIOS"	"PEOLA"	"TURCO"	"FLORODORA" (3 for 10c)
"EXPORTS"	"SMOKETTES"	"VELVET"	"FLORODORA OPERAS" (5 for 10c)
"LA BELLE CREOLE" (10c)	"COLUMBIA" (10c)	"CONTINENTAL" (10)	"PIONEER"
	"DOWLEDO"	"DETROIT FREE PRESS"	

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?

! (Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3.00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000.00	in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000.00	"
To the	5 persons whose estimates are next closest	($1,000.00 each)	5,000.00	"
To the	10 persons whose estimates are next closest	($500.00 each)	5,000.00	"
To the	20 persons whose estimates are next closest	($250.00 each)	5,000.00	"
To the	25 persons whose estimates are next closest	($100.00 each)	2,500.00	"
To the	50 persons whose estimates are next closest	($50.00 each)	2,500.00	"
To the	100 persons whose estimates are next closest	($25.00 each)	2,500.00	"
To the	2,000 persons whose estimates are next closest	($10.00 each)	20,000.00	"
To the	3,000 persons whose estimates are next closest	($5.00 each)	15,000.00	"
To the	30,000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2.50 per box)		75,000.00	
	35,213			
	35,213 persons		*$142,500.00*	

Every 100 bands from above named cigars will entitle you to four estimates.

[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates.]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445,495,483	August	483,551,833	485,441,753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800,523	575,804,470
April	427,952,658	481,870,212	516,835,163	October	532,205,063	574,551,047	628,881,303
May	456,509,855	553,187,580	523,035,907	NOV.	508,258,250	529,308,500	562,444,393
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.

Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after December 1st, 1903, as the figures are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands. Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue.

Handsomely illustrated 80-page catalogue (page size 7 in. x 10 in.) showing all the Presents exactly as they are, and with beautiful embossed cover lithographed in ten colors and gold, will be mailed to any address upon receipt of ten cents, or ten tags, or twenty cigar bands.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

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Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited — Advances Made
Settlements Made on Day of Sale

JAMES PRANGLEY, Jr.,
First Class Stock Companies Only. **Fire Insurance** Insurance on Tobacco & Cigars a Specialty.
27 E. Orange St., Lancaster, Pa.

METAL EMBOSSED LABELS — METAL PRINTED LABELS — LITHOGRAPHING — EMBOSSING — ENGRAVING — SPECIAL DESIGNS
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561

Glycosine B EATS ALL
550 Times Sweeter than Sugar
Guaranteed Most Powerful, Agreeable, Cheapest & Best.
Write for Samples and Particulars.
Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, *NEW YORK.*

FOR SALE BY ALL DEALERS
VIRGINIA — PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

M. H. Clark & Bro — Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

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GUMPERT'S
MANETO
114 N. 7th St. Philada. Gumpert Bros. Manufacturers.

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"As Clean as the food you eat" Vesper CIGAR 5¢
LORD LANCASTER, 10c.
Oblinger Bros. & Co.
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NICKELBY, 5c.

Factories:
PHILADELPHIA.
TAMPA, FLA.
HEYMANN & CO.
Cigar Manufacturers,
214 South Fifth St.
Philadelphia.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

Pent's
TAHOMA
FIVE CENT
PENT BROTHERS, Manufacturers, PHILADELPHIA.
CIGARS

L. E. Ryder, Factories 26 and 517, 9th District Penna.
Wholesale Manufacturer of
Cigars
LANCASTER, PA.
The Best Possible Goods for the Least Possible Money

E. F. BERKEMEYER. GEO. S. TRUMP.
BERKEMEYER & TRUMP,
Manufacturers and Dealers in FINE HAVANA and SEED CIGARS
SPECIAL BRANDS to Order. Allentown, Pa. Correspondence Solicited.
Makers of Red Seal, Uncle John, 5c. Standard and Fair Lillian.

A. D. KILLHEFFER MILLERSVILLE, PA.

Goods Sold Direct to JOBBERS and DEALERS.

Maker of
High Grade CIGARS
All Fine Work

NO SALESMEN EMPLOYED.

Warranted Havana Filler, Sumatra Wrapper and No Flavoring Used.

Communicate with the Factory. We Can Save You Money.

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THE HEADQUARTERS
FOR
Choice
Florida Sumatra
1902 Crop
A. COHN & CO.
142 Water Street, NEW YORK.

E. Rosenwald & Bro.

Packers, Importers

and

Exporters

of

TOBACCOS

145

Water Street,

New York.

Established 1881 THE TOBACCO WORLD Incorporated 1902

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

JAY Y. KROUT, Pres'd't and Gen'l Manager.
H. C. MCMANUS, Sec't'y and Treas.

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A Special News Department is maintained in New York City, which is recognized as the largest news centre in the world. Communications intended for that Department should be sent to 11 Burling Slip, N. Y.

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Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

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GIVE THE BABY A NAME.

Register Your New Brands
WITH
The Tobacco World
Where they Will be Seen by the Entire Trade.

The fee for registering is $1.00 for each trade mark. The usual charge of 25 cents will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Destruction of Stamps.

BEGINNING about six weeks ago, all retail cigar dealers have been notified that the old practice of simply scratching a revenue stamp in one place on emptying a cigar box will no longer be tolerated and that the stamp must be completely destroyed.

Just what "completely destroyed" means in the opinion of the revenue officers is consequently of interest to all dealers. To secure an answer to this question a Tobacco World man visited the Collector's office in the Post Office building early this week.

"Do you mean that every vestige of the stamp must be removed from the box?" he asked the Collector.

"No," was the reply, "but the stamp must be so mutilated that use of any part of it again must be made impossible. We have found cases where parts of two stamps had been pasted together and used on a box, and that is why a rigid enforcement of the law has been decided on."

The Collector then showed an empty cigar box to his caller to illustrate what was not proper destruction of a stamp. About half of a stamp had been scraped off, the scraping being lengthwise and through the middle of the stamp, on three sides of the box, but on the fourth side the stamp was intact on the box. Placed on a shelf or in a case so that only this fourth side would show, there was no evidence of destruction of the stamp.

Hereafter any dealer with an empty cigar box which does not show destruction of the stamp from any point of view is likely to find himself in serious trouble.

Internal Revenue agents who visit cigar stores and factories to ascertain whether there have been violations of the law have given dealers to understand that scratching of the stamp even to the extent of removing more than one half, with such scratching showing from one end of the stamp to the other, would not be sufficient. They have said that the stamp must be completely removed or the cover must be smashed. The information obtained from the Chief at the Philadelphia Internal Revenue office, as detailed above, is trustworthy, however, and if a glance at the box, whether top, bottom or either of the sides is exposed to view, shows that re-use of the stamp is impossible, nobody in whose possession the box may be need have any fear of legal proceedings in this respect.

One Philadelphia dealer, who has several stores, has instructed his salesmen that the stamps must be scratched on three surfaces of the box. Such instructions are sufficient as far as hundred-boxes are concerned, but are not sufficient concerning fifty-boxes. On a fifty-box a stamp covers more than three sides, some three or four inches of the strip showing on the bottom. At least one of these ends must be scratched and scratched thoroughly; and a good plan is to scratch both ends. In the cases of fortieth-boxes a stamp goes nearly, if not quite, all the way around the box, and scratching of the portion on the bottom cannot be neglected with any greater safety than scratching of the portion on the top.

Smashing of the boxes is needless, and dealers naturally object to destroying these containers. Cigar boxes are convenient receptacles for a great variety of small articles, and all dealers have cigar customers who look to them for empty boxes for use in shops, offices, stores or homes. Moreover mere smashing of a box would not comply with the intent of the law, which is to render a second use of a stamp impossible; for often a stamp could be removed from a broken box and used again.

Piecing together of two stamps has been a practice followed by many small manufacturers and was easily enough done when the destruction consisted simply of removing a piece of paper only as long as the width of the stamp and about a quarter of an inch in width. Under the new regulations such piecing is rendered impossible.

As a matter of fact a thorough scratching is much more of a protection for the Government than removal of the stamp would be; for if every particle of a stamp has disappeared from a box what proof is there that it hasn't been soaked off and again put into use?

The labor of "destruction" has been greatly increased by the new regulation. Under the old practice two or three seconds were sufficient, but now a couple of minutes are necessary, unless one has a better tool than the end of the box opener that is usually employed. Two minutes isn't very long, it is true; but it is a long time to keep an impatient customer waiting. Cigar dealers are more prompt in serving customers, and take more pains to save their patrons from unnecessary delay, than almost any other class of retailers; and, because of this, the new regulation is apt, in many cases, to result in more technical violations of the law than ever before. Many dealers are unwilling to serve a customer from a box in which only a part of the lower layer of cigars remains, and many customers object to being so served, as the last few cigars in a box are open to a suspicion of having been rejected by former purchasers, through having become broken or because objectionable in other respects. Consequently, dealers usually open a fresh box under these circumstances and, later, when a few cigars are gone from the fresh box, those remaining in the old box are put in the places of those last sold. This practice, almost universal, is undoubtedly as flagrant, technically, a violation of the law as is possible. Still, it is winked at by revenue officials who have no reason to suspect any dishonest intent. To the reasons which have heretofore existed for transfer of cigars from the bottom of one box to the top of another, the new regulation adds one more, When customers are in a hurry, which is a case with a large proportion of those of cigar stores, a fresh box will be opened when the older box is not wholly emptied, much more often than formerly; and, as a result, illegal transfer of cigars from one box to another will occur much more frequently. This will allow dealers to postpone destruction of stamps until they can do so without keeping a customer waiting.

All things considered, honest dealers have no reason to complain of the new regulation, as it undoubtedly will protect them from the injury done to the trade as a whole by dishonest practices which have been prevalent in the past; and this protection may be fairly considered an offset to the trouble and inconvenience of having to dig into and scratch away evidences of tax paid to the government.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
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VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
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LEWIS BREMER'S SONS
IMPORTERS OF
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Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

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Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

THE EMPIRE LEAF TOBACCO COMPANY
Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra TOBACCO
S. Grabosky, Proprietor 118 N. 3d St. Phila.

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K. STRAUS & CO.
IMPORTERS OF
DEALERS IN LEAF TOBACCO
HAVANA
301 & 303 NORTH 3rd ST.
PHILADELPHIA

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana Y&N
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.

THE REALM OF THE RETAILERS

Simple Bookkeeping.

Following is Part IV. of Victor Robertson's paper on "A Simple System of Bookkeeping for Retail Merchants":

I have already explained what the Inventory account should show. "Merchandise Bills Paid" should show merchandise bought and paid for, and the entries are made monthly from the cash book. I will explain later how to keep track of merchandise bought and not paid for.

The monthly footing of expense items paid is posted into the Expense account on the ledger. I will explain later how to keep track of expense bills incurred, but not paid.

The monthly footing of Cash Sales is posted into Sales account on the ledger. The collections are posted from the cash book to the credit of customers' accounts individually as they are paid.

Receipts and Disbursements of a miscellaneous character, and appearing in the miscellaneous columns, of course, create new ledger accounts as the transactions occur, and are posted accordingly.

I think a "merchandise" account on a ledger into which is entered Inventory, goods bought, goods returned, sales account, hodge podge, does not show anything at a glance. A ledger account is calculated to show something specific. So I wish to emphasize the importance of keeping Inventory, merchandise bought and paid for, and merchandise sold, separate, so that these accounts will mean just what the headings indicate.

The extension of credit adds detail and labor.

There are various ways of charging goods. Small stores use a "Day Book;" larger stores use charge slips or manifold slips in duplicate; but from whatever source of original charge, a copy of that charge should be made in the customer's account on the ledger. It should be copied but once, and a customer's account, however it is kept, should show in detail every item on the ledger account.

There is no better way of keeping customers' accounts than that used by the large department stores of copying the slips onto the ledger in full and of making up a footing of all the slips, showing the total daily credit sales.

If a day book is used of two columns, one can be for charges, the other for returned goods and other credits.

If slips are used, there are two classes of slips, charge slips and credit slips. If produce enters largely into the business it may be expedient to have three classes, not necessarily three different kinds of slips, but they must be separated into three piles and added up into three different amounts, showing:

Charges of goods sold on credit,
Less credits,
Less produce taken in trade,

leaving net daily sales. The items on each slip being posted onto the individual accounts receivable, debit and credit, as the case may be, the net result or net sales is calculated in memorandum on a book or sheet, and at the end of the month the sum total of net daily credit sales is carried into the ledger as the credit sales of the month, so the ledger will then show, under the head of "Merchandise Sales":

January Cash Sales	000.00
January Credit Sales	000.00
February Cash Sales	000.00
February Credit Sales	000.00
March Cash Sales	000.00
March Credit Sales	000.00

The full itemized account of a customer being on the ledger, a copy of the ledger account from date of last settlement makes a bill for him, or what is commonly called the monthly statement. Anyone who can copy could make our such a bill.

If it is desired to keep track of the volume of produce handled, this is easily drawn off monthly when the sales are figured up.

In this kind of bookkeeping there is little chance for errors, except in the customers' accounts, and therefore, to keep track of the movement of the business, it is easier to show what the figures ought to be and then hunt for the error if they fail to prove. So, taking the inventory of accounts receivable as a starting point (or the balance of the accounts receivable on the first of any month), we have:

Accounts Recivable 1–1–04	000.00
Add Net Sales January	000.00
Deduct Collections January	000.00
Accounts Recivable 2–1–04	000.00

Then draw off the balance of all the customers' accounts, and if the footing does not agree with this then the original entries and footings must all be checked back to find the error. This is a good rule to apply to any system of bookkeeping. The slips may be calculated in several ways. They should be arranged alphabetically, and each day's package tied up and marked. The footing sheet may be tied in a package or may be in a book, but it is a good thing, anyhow, to keep in a book a recapitulation of the month, something like this—

Daily Date.	Charges.	Credits.	Produce.	Net les.

In this way checking back day by day is disposed of.

(Continued next week.)

* * *

The "We" That Wins.

A young man employed in a responsible position by a great corporation was recently discharged to make room for another. Surprised and mortified, he sought an explanation from the manager of his department. "Will you kindly tell me why you do not want me any longer?" he asked.

"Certainly," was the reply; "it is because you always said 'you,' instead of 'we.'"

"What do you mean?"

"I mean just that! You never said, 'We,' should do so and so; or 'WE' ought to follow out such-and-such a policy. It was always 'YOU' in referring to this company, of which you were a part. In speaking to a fellow-employe about our business, you said 'THEY,' (meaning this company), instead of 'WE.' This lack of a live personal interest in the success of the concern was expressed in your actions, no less than by your words. I should advise you to seek employment with some company to which you can refer as 'WE.'"

A common criticism of an ambitious young man is: "He acts as if he owned the concern, and he's only a clerk." It is the young man who works as if he did own the concern who often becomes the owner in time.

"We're going to pay a dividend of ten million dollars next month," proudly remarked an office boy to a waiting visitor in the reception rooms of a railway president. That boy's salary is five dollars a week. He is on the right track.

But it is necessary to think WE and act WE every hour of every day, as well as to say WE. WE means US, union, solidity, co-operative enthusiasm. YOU means the other fellows. It's the WE that wins!—From "Success."

* * *

Insurance in Winter.

While every retail merchant should be well protected at all times against fire, there is an unusual necessity for such protection during the fall and winter months. Whether the store is heated by steam, hot air or stoves, there is more or less danger through carelessness on the part of those who have charge of the heating of the building and the man who knows that in case of fire his present insurance would not compensate him for his loss, should appreciate the truth of the old adage that a stitch in time saves nine, and will see that his stock is fully covered before the heating season commences.

* * *

Daily Gifts.

An Indianapolis merchant returns to one customer each day the amount of his purchase. This is his plan: Every customer is given a numbered ticket with a coupon attached. The amount of the purchase is marked upon the coupon, which is torn off and deposited in a box. The ticket is retained by the customer. At the end of the day's sales one coupon is drawn from the box and the holder of the duplicate ticket receives the amount of his purchase upon presentation of the lucky ticket. As the average sale in the store is comparatively small, this advertising scheme is very inexpensive.

* * *

Salesmanship.

Here are five definitions of salesmanship quoted in an address recently delivered before an association of credit men:

"Salesmanship is the quality in a man—partly inherent, partly acquired—whereby he is able to successfully introduce, interest in and sell a prospective customer any article or commodity."

"The ability to sell goods, or other property, in a straightforward manner, with satisfaction to all concerned and with the least expenditure of time and money, but having always chiefly in view the benefit to be derived by the person for whom the property is sold."

"Salesmanship is that quality in a salesman which enables him, in the shortest space of time to place in the possession of his customer the greatest amount of satisfactory merchandise, and in the coffers of his employers the greatest amount of profits, while at the same time preserving the lasting good will and respect of his customer."

"Salesmanship is the science of putting into each day's work honesty in speech, loyalty to employer, the hustle of modern civilization, of watching your weak points, of strengthening them, of not only keeping your customers but gaining new ones, of being at all times a gentleman."

"Salesmanship is ability to make sales; its attributes are health, honesty, courtesy, tact, resource, reserve power, facility of expression, a firm and unshakable confidence in one's self, a thorough knowledge of and confidence in the goods one is selling."

Rabell, Costa & Company,

TOBACCO DEALERS

Our Specialties:

Vuelta Abajo and Santa Clara

Manrique 199,

Cable Address: RABELL.
Post Office Box, 117.

HAVANA, CUBA.

WHY ORDERS ARE UNFILLED.

The Sternberg Mfg. Co.'s Plant Destroyed by Fire.

The Sternberg Manufacturing Co., which recently suffered a heavy loss by the burning of its factory in Davenport, Iowa, is unable to directly inform all of its patrons whose orders were awaiting fulfillment that some delay in forwarding the goods ordered is unavoidable. The reason for this is that the original orders were destroyed and no record of them was preserved. The following is from the "Davenport Times:"

The Sternberg Manufacturing plant, which was located at 1702-12 W. Locust street, and which was destroyed by fire at an early hour Saturday morning is to be rebuilt as quickly as possible. A meeting of the Board of Directors was called for last night and plans for rebuilding the factory will be begun at once.

It is stated, however, that the Company will not build on its old site, but will come down town and secure a location which will be more conveniently located in regard to railroad facilities.

The Company has already made arrangements for a temporary location in which they will install all of their machinery which is required to turn out a complete line of Cigar Manufacturers' Supplies, which they manufacture. All of these machines are in stock and can be secured on short notice. They are already ordered and are expected to arrive within the next few days. A large force of men have been employed to get things in shape and it will be but a week or so before the Company will be in a position to supply the trade with anything in the line of Cigar Manufacturers' Supplies. The cigar mold machinery being of special design will be made up as quickly as possible in their own machine shop. For this reason, it will be some time before the Company will be in a position to supply the trade with any cigar molds. Only the latest and most up-to-date machines will be installed; so the Company will be better prepared than ever to furnish the highest grade of goods.

The fire, which destroyed the factory Saturday morning, entails a loss of about $45,000 with an insurance of $20,000. The building was a two story structure valued at $5,000 but it was the machinery, which was totally destroyed, that the biggest loss enters into. Secretary E. M. Sternberg stated yesterday that this would amount to about $30,000. Besides this, the Company had just been stocking up for a busy season which is just beginning and had more than $6,000 worth of material on hand. Many carloads of hard wood lumber had just been put into the building; also a large amount of steel as well as other material which this Company used to turn out their line of goods. As the Company had prepared themselves for a very busy season, the factory was pretty well stocked with material. All of this was a total loss and the metal and machinery is so warped and twisted that not a single piece is fit for use. There was more than $1,000 worth of goods that was ready to be shipped Saturday; besides, many large orders on file which were waiting to be filled.

How the fire started is a mystery. John Bruning, a Glucose employe, first discovered the flames at 2:30 o'clock. He hurried to the Farmers' Hotel and turned in the alarm and soon the fire department was hurrying to the scene of the flames. The blaze spread quickly, however, and by the time the trucks had arrived the building was a roaring mass, while the heat was so intense that the firemen could not get near the building. It was quickly seen that the factory could not be saved and the attention of the fire department was confined to saving the buildings in close proximity. A heavy stream was turned on the office and the books of the Company were finally rescued after they had been slightly charred by the terrible heat the safe was exposed to. In an hour the fire had licked up all of the burnable material and only a charred mass of twisted iron and steel remained.

Tne Sternberg Manufacturing Company is capitilized at $30,000 and has been doing a prosperous business. The Company manufactures cigar molds and all kinds of cigarmakers' tools and supplies, and employs from 35 to 40 men. It is one of the largest concerns of its kind in the United States and does a large export business and sends large quantities of its products to Canada, England and a great many other foreign countries. The busy season for the Company had just begun and besides the loss entailed from the destruction of the machinery and plant, it will lose thousands of dollars worth of business that had started to roll in. However, Mr. Sternberg stated that the Company will be in a position to supply the trade with anything in the line of Cigar Manufacturers' Supplies within ten days, but it will be some time before they will be able to fill orders for cigar molds.

The officers of the Company are: President, Wm. Sternberg, Vice President, Geo. Mengel, Secretary and Treasurer, E. M. Sternberg.

The insurance was carried by a dozen companies and was placed by the following agencies: John Berwald, Bischoff & Kuehl, Frank Balluff and Lee Eldridge.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, *HAVANA, CUBA.*
P. O. Box 431. *Cable: "Suarco."*

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270. Habana.
Cable: ZALEZGON.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

E. A. KRAUSSMAN
Importer of *HAVANA TOBACCO*
170 Water Street, NEW YORK

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont'Ros y Co
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, CUBA. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS
Almacenista de Tabaco en Rama
NEPTUNO NUM. 174
Cable: ONILEVA. *Habana*

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chocalva. *Havana, Cuba.*

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. *NEW YORK*

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM,
119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING
GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM.
Importers, Packers and Dealers in
Leaf Tobacco

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesvil'e, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE. WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
4, 2. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St. NEW YORK

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Retail Department is strictly up to date.

LOUIS BYTHINER — J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

LA FISSEL CIGAR CO.
MANUFACTURERS OF
Fine Union-made Cigars
EAST BERLIN, PA.
Correspondence with Wholesale and Jobbing Trade solicited.

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

S. Weinberg, IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

H. Velenchik. — S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

L. P. Kimmig & Co.
IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana
Reina 20, Havana
P. O. Box 98

OLD LEAF HELPS OUT SHORT HAVANA CROP.

Surplus of Three Previous Years Sufficient to Meet the Emergency Caused by the Falling Off in This Year's Product.

HAVANA, Oct. 5, 1903.

The Havana market during the week ending October 3 continued fairly active, taking into consideration the fact that there were not many buyers from the North to keep up the sharp competition existing during the months of August and September. Besides it must not be lost sight of that the stocks in first hands are considerably reduced, as the following statistics show:

	Bales.
On July 18, 1903, stock of all kinds of leaf, old and new crop, in first hands was	70,000
Receipts of tobacco from the country, July 18 to October 3, 1903, inclusive, were	136,390
Total stock	206,390
Less reported sold in the same interval	87,200
Balance stock on hand October 3, 1903	119,190

This balance consisted of
70,960 bales Vuelta Abajo
17,107 bales Partido
31,123 bales Remedios
119,190

The crop receipts from the country compare as follows:

Up to Oct. 4, 1902. Bales.		Up to Oct. 3, 1903. Bales.
120,131	Vuelta Abajo	147,151
8,891	Semi Vuelta	6,771
48,320	Partido	42,461
92,552	Matanzas, Santa Clara and Santiago de Cuba.	68,651
288,894		265,034

This shows that up to now the total receipts have fallen off over 23,800 bales in comparing the year 1903 with 1902.

The weekly receipts from the country show the following:

For week ending Oct. 4, 1902. Bales.		For week ending Oct. 3, 1903. Bales.
9136	Vuelta Abajo	2394
1282	Semi Vuelta	573
2065	Partido	942
5046	Matanzas, Santa Clara and Santiago de Cuba.....	4318
17,559		8227

This is a diminution of over 50 per cent. in one week, and, should the same proportion hold true for the balance of the year the 1903 crop would show only a total production of about 318,000 bales as compared with 395,000 bales in round numbers of the 1902 crop, or a reduction of 77,000 bales. As the normal production is calculated at 500,000 bales a year in the whole island, the situation would be considerably more pronounced if the dealers in Havana had not been obliged to carry over the large surplus of the 1900, 1901 and 1902 crops, thus increasing the supply to meet the present growing demand. The statistical position of the market may be termed very strong and the fact that the prices rule high for all good grades ought not to cause any surprise.

Sales the past week ran up to 5200 bales in all—3500 bales Vuelta Abajo, 700 Partido and 1000 bales of Remedios. The United States buyers took 2200 bales, Europe 1000 and local manufacturers 2000 bales.

THE 1904 CROP.

Prospects so far are of an ample supply of good, healthy seedlings and at prices within the reach of the farmers, the same ruling from $1.50 to $2 per 1000 plants. The transplanting season is close at hand, although excepting a few trials made here and there, the seting out does not become general until the second half of this month, and runs up to the middle of November. The weather is watched very carefully by the vegueros, as the period of cyclones is not over yet.

CIGAR MANUFACTURERS.

Business is picking up with most of the independent factories and orders seem to be coming from all parts of the world in larger numbers, as the fine aroma of the 1903 crop has at last been recognized by the dealers and smoking public in general. The independents feel the impulse more than the Trust, although the latter may be making larger shipments to its several distributing depots in the States, Great Britain and Germany. H. Upmann & Co. are now reaping the benefits of having laid in a large stock of the finest vegas from the Vuelta Abajo, and as they never use any Partido wrappers, their brand "H. Upmann" is gaining more ground every day all over the globe. Behrens & Co. are likewise extremely busy now in their Sol factory and increasing their daily output to such an extent that they may soon get up to the 25,000 mark. Rabell, Costa, Vales & Co. are very well satisfied with the calls for their "Ramon Allones," "Cruz Roja" and "Marques de Rabell" brands. In cigarettes "La Eminencia" is "the smoke." "Romeo y Julieta," "El Rico Habana" and other independent factories are steadily marching to the front, owing to the excellence of their product, which the public is not slow in finding out.

BUYERS COME AND GO.

Arrivals: E. A. Hathaway, of Hinsdale, Smith & Co., New York; Bernard J. Krausman, of Havemeyer & Vigelius,

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
FABRICA DE TABACOS
AMAT VICTORIA CURAM
LUIS MARX HABANA
Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.
MAKE
Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG,"
New York.
Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

Smooth as Well as Rigid; Rigid as Well as Smooth

Such is the table-surface of

Liberman's Latest

Ball-Bearing

Roller Suction Machine

No other machine on the market does such clean cutting, and no other is as practical in any other way.

Nothing to prevent the full swing of the arm in palm-rolling.

Absolutely no streaking of the leaf in cutting.

Send for new blue-print booklet.

The Liberman Manufacturing Company,

Manufacturers of Cigar Making Machinery,

223--5--7 South Fifth Street, PHILADELPHIA, PA.

GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of High Grade Domestic

Cigars

Leaders { LIGHT HORSE HARRY / LA-DATA / LA PURISTA / INDIAN PRIDE / LA GALANTERIA

Capacity 50,000 per Day. Prompt Shipments Guaranteed.

KAUFFMAN BROS.

Manufacturers of

High-Grade Nickel Cigars

LANCASTER, PA.

CROOKED TRAVELER—A Cigar of Special Value

PRINCE VICTOR—A Five-Cent Leader

Correspondence with the Wholesale and Jobbing Trade Invited.

BON TON CIGAR CO.

Manufacturers of the

El Dorado de Habana CIGAR

Reading, Pa.

Correspondence with the Wholesale and Jobbing Trade Invited.

New York, Jose Pando, of Garcia & Pando, New York; J. Lovera, of J. Lovera Co., Tampa; Nicholas Gonzalez, of Gonzalez, Mora & Co., Tampa and Chicago; R. M. Ibor, vice president, secretary and treasurer of V. Martinez, Ibor Sons & Co., Tampa and New York.

Departures: I. Bernheim for New York, Alfred Selgas for New York, E. Wedeles for Chicago, Anto. Fernandez for Tampa, E. H. Gate for Key West, S. Goldberg for Key West.

BUYING, SELLING, ETC.

The principal sellers were: Muniz Herms & Co., 700 bales, Sobrinos de A. Gonzalez, 500 bales; Garcia & Co., 500 bales, Jose Menendez, 350 bales; Rodriguez Bautista & Co., 300 bales; Aixala & Co., 250 bales; Antonio Suarez, 150 bales; Loeb Nunez Havana Co., 150 bales; Bruno Diaz & Co., 150 bales; Rabell, Costa & Co., 100 bales; G. Solomon & Hns., 100 bales; Leonard Friedman & Co., 100 bales; Sobrinos de V. Diaz, 200 bales.

Sobrinos de A. Gonzalez, not being able to find any more suitable vegas for their friends in the country, succeeded in picking up 1000 bales of Vuelta Abajo right in the city of Havana.

Leslie Pantin is said to have purchased for his customers nearly 1000 bales of various kinds of leaf.

Adolfo Moeller shipped this week 939 bales to Germany.

H. Upmann & Co. bought 200 bales of Vuelta Abajo, tierra llana, for their factory and 200 bales for Europe, besides shipping 800,000 cigars this week.

Avelino Pazos's representative received 100 bales of a fresh purchase from the Vuelta Abajo and shipped 143 bales per S. S. Mexico.

Sobrinos de V. Diaz—Don Narciso Gonzalez was fortunate in securing 600 bales of Vuelta Abajo during his recent trip to the country.

Leonard Friedman & Co. have closed their Rio Seco escojida by receiving the balance of same, consisting of 250 bales.

Receipts of Tobacco from the Country.

	Week Ending Oct. 3. Bales	Since Jan. 1. Bales
Vuelta Abajo	2,394	147,151
Semi Vuelta	573	6,771
Partido	942	42,461
Matanzas	3	130
S. Clara & Remedios	4,254	64,994
Santiago de Cuba	61	3,527
Total	8,227	265,034

Regrets in Lancaster.

This Year's Tobacco Not as Good as if Left Standing Longer.

Lancaster, October 12.

Another good week in the tobacco trade, and happy dealers in consequence. Manufacturers and operators appear to be not yet satisfied with the large deals they have been making the past few months and are still going through the local market to pick up what they can. They have come from all sections, and during the week the sales aggregated 2345 cases, as against 1295 cases the corresponding week of last year. Deals are pending for still other lots and would have been closed last week if packers had been willing to part with their holdings without stiffening in their rates.

The weather lately was so favorable

1902 Crop

WISCONSIN

Now Ready

Sutter Bros. Inc.

New York
Chicago
St. Louis
Havana

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars.
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

E. M. KELLER,
Manufacturer of High-Grade Havana and Domestic
CIGARS
Private Brands a Specialty. Correspondence solicited.
Leading Brands:
Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.
READING, PA.

GEO. W. WERT & CO.
MANUFACTURERS OF
High Grade Union-Made Cigars
No. 14 North George St.
UNION PLANTER 5-cent Cigar is Our Leader. *York, Pa.*

TEXAS TOBACCO TRACTS
Write for Full Information to....
"Millions for Farmers" So Says Secretary Wilson, U. S. Dep't of Agriculture
Exhaustive tests prove that the finest grade of... CUBAN LEAF Filler and Wrapper can be grown in East Texas on line of the
SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.
T. J. ANDERSON, General Passenger Agent, Houston, Tex.

that general regret is felt by the growers who hurried away their crops to the shed several weeks ago lest hail and frost should overtake them, because of their precipitation. Had that tobacco been left standing a while longer it would be far better and heavier. The past ten days have been excellent curing weather, and late cut tobacco is getting the benefit of it.

Cigar manufacturers of this revenue district, the Ninth, appear satisfied with trade conditions. It is curious how the trade divides, even among firms that make both high and low grade cigars. One firm say they have a strong demand for high-grade goods, while another firm says their orders call for low-grade grades. At all events, the factories of all classes are running steadily, and there appear to be no idle cigarmakers. Full employment means, of course, plenty of orders.

L. E. Ryder, the well-known Lancaster manufacturer, is off on a Western trip, which will be continued to the coast if trade warrants it. This seems his likely destination, as he has been sending in numerous orders so far.

Lester R. Moss, representing S. R. Moss & Co., cigar manufacturers of Lancaster, is home from an Eastern trip with a lot of orders.

The following named visitors were in Lancaster lately: Menko Rose, of E. Rosenwald & Bro., of New York; F. S. Swartz, of the Loeb-Swartz Tobacco Company, New York; Lou Miller, of Dohan & Tate, Philadelphia; Sam Kauffman, representing William Steiner, Sons & Co., of New York; Oscar Boight, of the Heywood-Strasser-Boight Company, of New York.

Reading's Rush Orders.

Manufacturers Having All They Can Do To Meet Demands Upon Them.

Reading, Pa., Oct. 10, 1903.

Henry Rindskopf, for many years in the employ of a prominent New York tobacco company, has located in Reading permanently, and will engage in business for himself. He has leased the first floor front of the building at 301 North Sixth street, where, about October 15th, he will open a retail and wholesale leaf tobacco business.

John Hillegass, a cigar box manufacturer, of East Greenville, who supplies Eisenlohr Brothers' cigar factory, at Boyertown and East Greenville, with cigar boxes, gave the foreman and cigar packers of Eisenlohr's factory a supper at the Union House, Boyertown. Covers were laid for twenty.

Wm. H. Yocum, of Yocum Bros., cigar manufacturers, is home from a month's business trip as far as Denver. He booked a large number of orders for the firm's leading brands. "The west is in good shape for a fine business this fall," he said. "Crops have been good and the farmers are beginning to sell their wheat. The cigar trade is having an unusually good year, and the outlook is good in every way."

There is on exhibition in the window of E. W. Keiper's cigar store here, a frame which shows the heads of twenty-five game birds, mostly duck, which were shot by F. W. Curtis, of the shoe firm of Curtis, Jones & Co. The display attracts great attention from the novel manner in which the game is mounted. The head seems to protrude from a solid piece of highly polished oak nearly three feet square. The birds were mounted by a Williamsport taxerdermist.

J. C. Kraft has opened a cigar and tobacco store at 1446 Muhlenberg. He has had a number of years' experience in the business, and has fitted the place in a handsome manner.

Frank Ream has received an order for 25,000 of his Trades' United brand from a Pittsburg party and one for 15,000 from the same firm for his eight-hour brand. Mr. Ream recently returned from a successful business trip through the eastern section of the State.

C. M. Yetter, cigar manufacturer, of Mohnsville, has returned from a business trip through New Jersey, which was a successful one.

Bremer Brothers & Boehm, leaf tobacco dealers, who occupy the Old Jail building at Fifth and Washington streets, succeeding John A. Hain & Co., are making extensive improvements to the place. The warerooms are being refitted throughout and a new office is being arranged.

The cigar factory of E. E. Kahler has been working four evenings a week for some months, owing to the large number of "rush" orders. Mr. Kahler states that he has enough orders on hand to keep his factory running until January 1st. He recently got out a new brand which he has named "La Philadencia."

H. H. Wentzel, manfacturer of the Shamrock cigar, has three brands which he is about to have registered. He says they will be "stunners," and they will make their appearance shortly.

Russesl P. Bowman has been on a business trip through the southern section of the State this month, and has received a number of orders.

The Penn Cigar Company is among the busiest in the city, and reports the outlook bright, being rushed with orders. The cigar business in general in this city seems to be in excellent shape.

Ed. Levison, who represents L. Friedman & Co., of New York, in this district with a line of their importations of Sumatra and Havana tobaccos, informs your correspondent that he has lately been having a gratifying volume of business. He appeared rather pleased with present prospects.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

BUREAU OF THE TOBACCO WORLD 11 BURLING SLIP

Those cigar manufacturers of this city who cater to the saloon trade are taking a very great interest in the municipal campaign this year. The high license imposed by the Republican legislature last winter undoubtedly put a number of small saloon keepers out of business, and, since each of these men bought cigars, certain cigar manufacturers are the sufferers. And these men are, unfortunately for themselves, not of that class who can readily find business elsewhere. Manufacturers like H. H. Heert & Co., John Glackner, The American Exchange Cigar Co., F. W. Merteus & Sons, each of whom does a large business with the better class of saloons, are no losers through high license but in Manhattan and Brooklyn, in Yonkers and even on Staten Island there are scores of cigar manufacturers who did suffer from that piece of legislation, and there are some even whom it ruined. The election of the Tammany candidate for Mayor will not, of course, bring back good times for these men, but it would unquestionably rejoice them and it is possible that should the Democrats again have a majority at Albany the $1,200 license might be replaced by a low license.

Tammany has always posed as the poor man's friend and the Tammany spellbinders are forever reminding their audiences that the Republican party is the mother of high tariffs and consequently the grandmother of the trusts.

***

It is too bad that business should interfere with a man's legitimate pleasures. Here's Norberto Cueva, of F. Miranda & Co., for instance. Mr. Cueva is not only an expert bowler but this fall he is in particularly fine fettle. On the evening of October 9 Mr. Cueva carried off first honors at the tournament of the Nicotine Bowling Club at the Elephant Bowling Alleys in Brooklyn with a score of 170½, and among those who played in the same game were Mr. Cueva's partner, Charles Fox, Don Celesto Lopez, of Arguelles, Lopez & Bro., Avelino Pazos and others. And the very next day Mr. Cueva had to sail away for Cuba to attend to business there. His New York associates—and fellow bowlers—are hoping he'll be back again in a fortnight. His associates in the firm of Garcia y Ca., of Havana, are hopeful of keeping him with them for at least four months. In the meantime the games at the Elephant Alleys will go on and Mr. Cueva will be kept informed of the score by cable.

***

H. H. Manley, formerly President of the Seidenberg & Co., which was recently absorbed by the Metropolitan Tobacco Co., is now associated with Bustillo Bros. & Diaz.

***

Isaiah Rosenthal, of Rosenthal Bros., left on October 5 for a visit to his trade in the West as far as Omaha.

***

Al Levison, Chicago representative of A. Cohn & Co., is in town.

***

A. W. Bell, who has been a manufacturer of cigars in this city for over forty years, said the other day: "I would willingly give $5 a pound for such tobacco as the farmers of Connecticut used to grow. Dear, dear, my mouth waters when I think of that glorious old tobacco, the flavor of it haunts me like the memory of some old song.

"That the flavor of our domestic cigar leaf crops has deteriorated is, in my judgment, due to the sanitation of our cities. Nowadays the manure that used to be gathered up in New York and other cities to spread upon the farms goes into the sewers and finally into the sea, but I have not observed that the fishes served on our tables in 1903 are better than those we used to eat in 1863. And the tobacco, oh, how different! Now, I admit that it is in every way most desirable that our cities should be kept clean, that cholera and yellow fever and smallpox and other dreadful epidemic diseases that under old conditions were more frequent than they are at present should be kept away, but at the same time I think it is a very great pity that the flavor of our domestic tobaccos should suffer. There is no patent fertilizer that can replace the manure that now goes to waste. I think it would have been altogether better if those who sell fertilizers to the farmers of New England turned their attention to the preserving and distribution of the natural fertilizer rather than to the invention of substitutes. Why must it all be swept into the ungrateful sea? Let us be as cleanly as possible, both as individuals and as municipalities, but we are surely most foolish when we throw away the inestimably valuable manures which our fathers used on their farms. The land, and particularly the land in the tobacco growing sections of New England, needs this fertilizer worse and worse every year. Where is the genius who will show us how to save it from escaping its present fate?"

***

The executive committee of the Clear Havana Cigar Manufacturers' Association of the United States had a meeting last week to prepare for representation when Congress meets in special session next month.

***

Lincoln A. Lincoln, senior member of the old firm of P. Pohalski & Co., and H. K. Cold, local manager, have returned from their leaf purchasing visit to Havana.

***

Rudolph Ludwig, secretary and treasurer of the Ferdinand Hirsch Co., has returned from his visit to his company's agencies on the Pacific Coast.

***

Joseph F. Cullman, of Cullman Bros., left on Oct. 9 with Mrs. Cullman, for a visit to French Lick Springs, Ind. Before returning to New York Mr. Cullman will visit his packing houses in Ohio.

***

"Does advertising in the trade papers pay?" a curtain salesman, representing one of the well-known leaf houses of this city, was asked recently, and this is his answer: "The style of advertising that is followed by my own house most certainly does pay." My house takes a full page at proper seasons in The Tobacco World, and, I believe, also in one of the New York papers. I have noticed that immediately after the appearance of one of these advertisements I have no trouble whatever to do business. In fact, I can trace the sale by myself of at least 200 bales of Sumatra to the last full page card which my house published in The Tobacco World. It's like this: there are a number of very bright, very industrious houses engaged in the importation and sale of Sumatra; houses whose salesmen spare no effort to please the trade, but they come unheralded, whereas I come with a splendid letter of introduction in the shape of the well-written, well-printed advertisement of my goods which has previously been published in the trade's favorite trade papers, and the rest is easy. On account of the $1.85 per pound duty, Sumatra, indispensable as it is, is one of the hardest of all articles of merchandise to sell. A manufacturer may be ever so much pleased with a certain piece of goods, but that awful duty makes him think twice before he gives an order. But a well-worded advertisement, such as my house so well knows how to get up, has greater weight than most people seem to imagine, and seems to make purchasers more confident of themselves and the future of their business than they otherwise are, and, as I have said, invariably after the publication of such an advertisement, I find business for myself very good."

PHILADELPHIA LEAF MARKET

Leaf tobacco men in Philadelphia are a cheerful lot of individuals at present. The long period of dullness with many of the dealers is now over and all are having a satisfactory share of trade. There is a good demand for nearly all classes of stock, particularly for bindery goods and old Havana.

EXPORTS.

Antwerp, 65 cases tobacco; St. Johns, N. F., 7 hhds. tobacco; Liverpool, 74 hhds. tobacco; Rotterdam, 66 hhds. tobacco.

—The Continental Tobacco Co. has acquired the Manufacturers' Tobacco Co. of Louisville, Ky. The capital is $50,000.

SPECIAL NOTICE.

FOR SALE.—Established Cigar Manufacturing Business; ample facilities, right on railroad; plenty of help available; Ninth District. Address F. E., Box 24, care of The Tobacco World, Phila. 1t

The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

HAVANA TOBACCO COMPANY
TRADE MARK
111 Fifth Avenue, NEW YORK
SELLING AGENTS for these Brands of Imported Havana Cigars:
La Flor de Henry Clay, La Espanola, La Corona, La Flor de Naves, La Flor de Cuba, La Meridiana, A. de Villar y Villar, La Carolina, La Flor de Ynclan, La Vencedora, El Aguila de Oro, La Intimidad, La Rosa de Santiago, Estella, H. de Cabanas y Carbajal, La Africana, Manuel Garcia Alonso, La Antiguedad, La Comercial, La Flor de Murias, La Rosa Aromatica, J. S. Murias y Ca.

R. B.
ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK

I. J. SCHOENER. CABLE ADDRESS "TACHUELA"
I. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
133 MAIDEN LANE.
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA

LEOPOLD SCHMID FRANK LANGE
L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

PHILADELPHIA

NOT GUILTY OF PERJURY.

S. L. Biddle, one of the agents employed by the Sabbath Association to collect evidence against cigar dealers who do business on Sunday, was acquitted Saturday in a case in which perjury was alleged by Philip Tunis of 701 South Eighth street. In a case before Magistrate South in which Tunis was accused of selling a cigar on Sunday, Biddle had testified to having seen the sale made while he was on the sidewalk opposite the store. Counsel for Tunis asserted that from the position which Biddle had testified he occupied it was impossible for him to have seen what he asserted he had, and that consequently he was guilty of perjury. Magistrate Eisenbrown refused to convict on what he pronounced a mere assumption and ordered discharge of the accused.

WINNERS OF PRIZES.

The cash balance in the United States Treasury on September 30 was $238,857,081.08. A. A. Gracey, of 4008 Lancaster avenue, had estimated the amount at $238,857,084 and, as a result, received a $1,000 prize offered by the National Cigarette Co. Philadelphia winners of $10 prizes were C. J. Hughey of 722 Chestnut street, Joseph S. Quick of 1003 North Fifth street, and Adolph Stern of the Continental Hotel. W. H. Clay of 5826 Olney street, W. B. Davis of 5534 Dakota street, John M. Eisenhuth of 3821 Sydenham street, C. J. Heiben of 722 Chestnut street, W. D. Hicks, Jr., of 1609 Chestnut street and J. M. Tyson of 722 E. Chelton avenue won $5 each.

FINED FOR SUNDAY SELLING.

Pauline Bren, 2946 Germantown ave.
C. I. Bomen, 2948 Germantown ave.
Thomas Edmundson, 3000 N. Eleventh
Daniel Greath, 3019 Germantown ave.
Joseph F. Genter, 519 Cambria
Charles Hujeth, 2908 N. Fifth
J. Haag, 3006 N. Fifth
A. Haug, 717 Clearfield
Otto H. Koelbel, 3003 N. Tenth
George N. Little, 2958 N. Fifth
E. C. Lang, 3067 N. Percy
E. R. Lewis, 3054 Germantown ave.
M. Schmidt, 627 Clearfield
James N. Thomas, 3055 Germantown ave
Edwin Hungerford, Cambria and Reese

BUILDING NEW FACTORY.

Before the close of this week ground will be broken at Milford Square, Bucks Co., for the new factory for the Theobald & Oppenheimer Co. It will be 36 by 60 feet and two stories in height and will be equipped with all the latest aids to the rapid production of good cigars. This will be the company's eighth factory and will employ 200 hands in the making of nickel goods. President Spotz expects that the factory will be in operation within two months.

NOW ON ARCH STREET.

Drayload after dralyoad of tobacco in cases has in the past few days been wheeled around from North Third street to 231 Arch street, the new warehouse and office of Hipple Brothers, who are now located in their new quarters. The firm occupies the entire five floors of the building. The members of the firm are hustlers and their business prosperity is thereby explained.

RETAILERS' ASSOCIATION.

This, Wednesday, evening, the Philadelphia Retail Cigar and Tobacco Dealers' Association will hold its first meeting since May, at Dental Hall, Arch and Thirteenth streets. President J. E. Tuck will preside and the vacancy in the secretaryship will be filled. One matter which may be brought up for discussion is the strict enforcement, to begin November 1, of the Internal Revenue law concerning sales of tobacco from other than original packages. This enforcement will be a serious hardship in very many cases, and a more liberal interpretation of the law may, it is believed, be secured, either by insisting that there shall be equally as technical an interpretation of the law concerning original packages of wines, liquors and beers, or by enlisting the assistance of dealers in bottled goods.

BLUE LAW ENFORCEMENT.

The following is self-explanatory:

Philadelphia, October 10th, 1903.

Whereas, It has been stated that eighty (80) per cent. of the retail tobacco dealers in the city of Philadelphia desire to close their stores on Sunday; and

Whereas, It is the belief of the Tobacco Jobbers of Philadelphia, based upon information secured through reliable sources, that a majority of the small dealers desire to keep open on Sunday, because it is necessary to their very existence;

Resolved, That the prosecution of cigar dealers since last November (while other violations of the so-called "Blue Laws" have not been interfered with) is in the nature of a discrimination and a cruel persecution, and we, the Tobacco Jobbers of Philadelphia, desire Fair Play and ask that the prosecutions be directed against all violators of the "Blue Laws" or that the presecutions of the one class cease; and be it further

Resolved, That a copy of these resolutions be sent to the Mayor, the Director of Public Safety, each officer of the Philadelphia Sabbath Association, the various Ministerial Associations, the Democratic and Republican City Committees and to the various newspapers.

(Signed)
E. G. Steane & Co., 1001 Chestnut street,
S. Shepherd & Son, 1520 Market street,
William H. Banton, 317 South Fourth street,
Penn Tobacco Co., 612 Market street,
Harvey D. Narrigan & Co., 116 North Sixth street,
Chas. Gross & Co., 1546 Frankford avenue,
Miller Bros., 411 Market street,
A. B. Cunningham & Co., 236 Market street,
Henry M. Weaver & Son, 155 North Sixth street,
Fred G. H. Woerner, 4163 Main street, Manayunk,
Chas. A. Krull, 1924 Oxford street,
Victor Fermani, 746 South Sixth street,
E. Cohn, 512 South Second street,
J. S. Bechtold, 230 South street,
J. Fiings' Sons, 3224 Market street,
John Allen & Sons, 2956 Richmond street,
Thos. Langan, 2428 North Front street,
Brucker & Boghren, 2213 North Front street,
Adam K. Walch, 2055 North Second street,
F. Kuhn & Bro., 439 Girard avenue,
O. F. Banham & Bro., 4352 Main street, Manayunk,
Joseph Hollard & Sons, 2203 South street.

MOSTLY PERSONAL.

Ten years ago Jacob Gabriel, whose cigar store is at 1113 Columbia avenue, began using empty cigar boxes to decorate the walls of his place of business, and before the work was finished he had used over a thousand in that way. The stamps were cancelled by merely a slight scratching, according to the custom up to very recently, but now Mr. Gabriel finds that in order to keep out of trouble with the Internal Revenue officials he must mutilate every inch of the long green stamps.

Frank Dominguez, of E. A. Calves & Co., started on a leaf buying trip last Saturday for Cuba by way of Tampa, to be gone an indefinite time. He may return at the end of a fortnight and may remain a month or two. Taking the Tampa route saves him a day on his way to Havana, the time being but three days, but nothing is gained by returning that way and Mr. Dominguez usually takes the all-water route on his way back.

The Empire Leaf Tobacco Co. is doing more business than ever before, since its reorganization. Large sales of Pennsylvania Broadleaf have been made by this concern lately, over 200 cases in about a fortnight, and S. Grabosky had to go to Lancaster this week to make additional purchases of this class of goods.

No meeting of the Philadelphia Leaf Tobacco Board of Trade has been held since the last annual gathering, no occasion for one having arisen, but possibly a special meeting will be called after Congress convenes and it is known what national legislation concerning tobacco has been proposed.

Slow progress is being made in the enlargement and refitting of the offices of F. Eckerson & Co., but already there is ample evidence that the completion of the work will provide the members of the firm, their office employes and their visitors with much comfort and many conveniences.

The bad weather of the latter part of last week made business very dull in Philadelphia's leaf tobacco district and the dullness continued on Monday, although usually there are many buyers here from New Jersey cities and towns on the first day of the week.

On the Potsdam's last trip she brought 106 bales of Sumatra tobacco for B. Labe & Sons and the Statendam brought 75 more for the same concern. At the final inscription of the season B. Labe, the senior member of the firm, added 120 bales to his former purchases.

Charles Ledderman, recently made a member of the firm of S. Auerbach & Co. of New York, was in Philadelphia early this week, as were Mr. Crooker, of

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, **171 Water St., New York**

R. Koffenberg & Co., of Boston, and F. Myers, of F. Miranda & Co., of New York.

The growing business of Heymann & Co., necessitates larger factory quarters, and on January 1 the firm will move from South Fifth street to 210, 212 and 214 North Broad street, the premises formerly occupied by T. J. Dunn & Co.

A. M. Lake, traveler for George Burghard, came home ill at the end of last week, through exposure to the weather, but a rest over Sunday put him in good condition again and he is now out on the road once more.

J. Hirschberg & Brother are receiving from St. Louis and other places in the West, through M. B. Arndt, just such orders as keep up Mr. Arndt's reputation for knowing how to sell goods.

S. S. Swartz did good business for the Loeb-Swartz Tobacco Co. and for the Loeb Creagh Havana Co. on his recent trip up the state.

Gus. Becker, the Southern representative of F. Eckerson & Co., was in Philadelphia Monday, having business with the home office.

C. D. Jones is making good sales of Connecticut Sumatra in Ohio and writes that the business prospects there are very bright.

Mr. Haydes, Secretary and Treasurer of the Juan Portuondo Mfg. Co., is recovering from an attact of typhoid fever.

La Potentia Little Puritanas is the name of new Havana cigars which Vetterlein Brothers have added to their output.

H. Stewart Moorhead, of Duncan & Moorhead, has been greatly benefited in health by his stay at Atlantic City.

J. Lichtenstein, cigar manufacturer and dealer, has moved from 434 Race street to 1843 Ridge avenue.

E. Kevser & Co., of 214 North Fifth street, cigar manufacturers, have gone out of business.

S. Major Newburgh, of Cincinnati, called on Philadelphia friends a few days ago.

W. J. Ryan's cigar stand in the Arcade building has been sold out by a constable.

Trade-Mark Register.

FIVE AND ONE-HALF. 14,236
For cigars. Registered October 7, 1903, at 3 p m, by The John Steigerwalt Cigar Co., Philadelphia, Pa.

HAVANA SPORTS. 14,237
For cigars. Registered October 7, 1903, at 3 p m, by E. Montero, Philadelphia, Pa.

BOB ROY. 14,238
For cigars. Registered October 8, 1903, at 9 a m, by J. C. Heckert & Co., Dallastown, Pa.

SCHATCHE MANCUBA. 14,239
For cigarettes and tobacco. Registered October 9, 1903, at 9 a m, by D. Rubin, Philadelphia, Pa.

ALA MONDA. 14,240
For cigars. Registered October 10, 1903, at 9 a m, by Edward Frankel, Brooklyn, N. Y.

KNICKERBOCKER CLUB BOUQUET 14,241
For cigars. Registered October 10, 1903, at 9 a m, by Edward Frankel Brooklyn, N. Y.

OUR EAGLE. 14,242
For cigars, Registered October 10, 1903, at 9 a m, by Henry H. Wentzel, Reading, Pa.

ACKERETTES. 14,243
For cigars. Registered October 12, 1903, at 9 a m, by Finley Acker & Co., Philadelphia, Pa.

AUBURN DELLA. 14,244
For cigars, cigarettes and cheroots. Registered October 12, 1903, at 9 a m, by Nagel Bros., Madisonville, O.

THREE CUBANS. 14,245
For cigars. Registered October 12, 1903, at 9 a m, by Louis Smith, Belle Vernon, Pa.

REJECTIONS.

Peerless, Olympia, Shamrock, Nemo, Duplicator, Amorita, Why Not, Cuban Dandies.

TRANSFERS

"Secrets," "Sweet Secrets," "Godiva," "Flinch," and "Cereta," registered July 7, 1903, for chewing and smoking tobacco, by J. Young, Philadelphia, Pa., was transferred to the Penna. Tobacco Works, Inc., Philadelphia, Oct. 12, 1903.

"Granum" and "Nabisco," registered July 14, 1903, for chewing and smoking tobacco, by J. Young, Philadelphia, Pa., was transferred to the Penna. Tobacco Works, Inc., Philadelphia, Oct. 12, 1903.

"Pastime Butts," registered July 22, 1903, for chewing and smoking tobacco, by J. Young, Philadelphia, Pa., was transferred to the Penna. Tobacco Works, Inc., Philadelphia, Pa., Oct. 12, 1903.

"Karo," registered August 5, 1903, for chewing and smoking tobacco, by J. Young, Philadelphia, Pa., was transferred to the Penna. Tobacco Works, Inc., Philadelphia, Pa., October 12, 1903.

"Zu Zu," registered August 17, 1903, for chewing and smoking tobacco, by J. Young, Philadelphia, Pa., was transferred to the Penna. Tobacco Works, Inc., Philadelphia, Pa., October 12, 1903.

PORT OF NEW YORK

IMPORTS

Arrivals at the port of New York from foreign points during the week ending October 10, 1903.

Areceibo—West Indies Cigar Co., 47 bales tobacco.

San Juan—Mateo Rucabado, 41 bales tobacco; Manuel Cobaz, 50 do.; Durlach, 143 do.; J. Cohn & Co., 100 do.; Mateo Rucabado, 112 tierces tobacco; Order, 50 do.

London—R. F. Downing & Co., 3 cases tobacconists' goods.

SUMATRA TOBACCO.

Str. Potsdam, arrived Oct. 6:
(1,216 bales)

American Cigar Co.	500 bales
I. Schmid & Co.	177 "
A. Cohn & Co.	96 "
Joseph Hirsch & Sons	91 "
S. Rossin & Sons	71 "
G. Falk & Bro.	51 "
Co's General Agent	50 "
Order	35 "
E. Rosenwald & Bros.	30 "
Hinsdale Smith & Co.	28 "
Joseph Holzman	18 "
Brown Bros. & Co.	17 "
Pretzfeld & Co.	15 "
United Cigar Manufacturers	13 "
Lichtenstein Bros.	13 "
F. & E. Cranz	8 "
H. Duys & Co.	2 "
L. Friedman & Co.	1 bale

HAVANA TOBACCO.

Str. Mexico, arrived Oct. 6:
(2,108 bales, 103 bbls., 3 bundles.)

James E. Ward & Co.	566 bales
A. Cohn & Co.	457 "
Lozano, Selgas & Co.	160 "
A. Pazos & Co.	143 "
E. Regensberg & Sons	142 "
C. Vogt & Sons	138 "
Sartorius & Co.	118 "
Rothschild & Brother	110 "
E. A. Krausman	100 "
Greenhall Bros.	75 "
S. Rossin & Sons	69 "
American Cigar Co.	57 "
M. Atak & Co.	48 "
Perez, Rodriguez & Co.	46 "
L. Friedman & Co.	33 "
M. Alvarez	24 "
M. Cruz	23 "
Hilson Co.	18 "
Emilio Suarez	18 "
Alex Murphy & Co.	15 "
I. Bijur & Sons	10 "
Yocum Brothers	10 "
D. H. Delmonte	10 "
Hamburger Bros. & Co.	9 "
S. Ruppin	5 "
A. Moeller & Co.	2 bales
Hinsdale Smith & Co.	2 "
E. Regensberg & Sons	35 bbls.
James E. Ward & Co.	27 "
Merchants' Dispatch Co.	18 "
Hamburger Bros. & Co.	13 "
Hinsdale Smith & Co.	10 "
M. Alvarez	3 bdles

HAVANA CIGARS.

Str. Mexico, arrived Oct. 6:
(587 cases.)

James E. Ward & Co.	415 cases
Havana Tobacco Co.	126 "
Park & Tilford	7 "
Robert E. Lane	6 "
G. S. Nicholas	6 "
Calixto Lopez	4 "
Canadian Pacific R. R. Co.	3 "
National Cuba Co.	3 "
Order	3 "
Fernandez Bros. & Co.	2 "
M. E. Caule	2 "
Acker, Merrall & Condit	2 "
Alex. Hollander	2 "
F. E. Fonseca & Co.	2 "
C. H. Wyman & Co.	1 case
L. J. Spencer	1 "
A. Montonez & Co.	1 "
Trinidad S. & T. Co.	1 "

PORTO RICAN CIGARS.

Str. Ponce, arrived Oct. 5:
(353 cases)

American Tobacco Co.	162 cases
G. W. Sheldon & Co.	32 "
L. Daussa & Co.	20 "
Order	17 "
Rojas, Perez & Co.	15 "
West Indies Cigar Co.	15 "
Mateo Rucabado	14 "
Co. Ind. de P. R.	13 "
Durlach	11 "
Amer. W. I. Trading Co.	8 "
Manuel Cobaz	6 "
E. F. Wolff & Co.	5 "
Jose M. Munoz	5 "
Austin Baldwin & Co.	5 "
Victor Malga & Co.	5 "
R. C. Gardiner	4 "
M. Sola & Sons	4 "
Gustavo Preston	4 "
F. Bonilla & Co.	3 "
R. Arguelles Manrigue & Co.	2 "
R. Fabien	1 case
George B. Skeener	1 "
J. A. Leonard	1 "

INTERNAL REVENUE RULING.

Cigars can be sold through the medium of vending or nickel-in-the-slot machines only when delivered from original boxes.

Original stamped packages of tobacco can be sold through the medium of the vending machine, it being understood that only unbroken stamped packages shall be delivered from such machine.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in **LEAF TOBACCO**
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in **Leaf Tobacco**
Lancaster, Pa.

J. W. BRENNEMANN,
Packer of and Dealer in
Leaf Tobacco
MAIN OFFICE,
Millersville, Pa.

United 'Phone: { No. 931 A, Millersville. / No. 1803, Lancaster.
Lancaster Office, 110-112 W. WALNUT STREET

THOS. R. DECKER
YORK, PENNA.

MANUFACTURER OF
Sweet Damsel, D. & S.
High Grade Medium Priced
Cigars
For the Wholesale and Jobbing Trade.
Correspondence invited.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

IRREGULAR PAGINATION

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

ESTABLISHED 1866

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

CIGAR BOXES

PRINTERS OF ARTISTIC

SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

Hannibal Hamlin

High Grade
Seed and Havana Cigar.

Celebrated Everywhere. None Better.

Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,
YORK, PENNA.

HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,

East Petersburg, Pa.

We Employ No Salesmen

All our business is transacted Direct with the Wholesale Houses Please place yourself in correspondence with us.

WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

TO OUR CUSTOMERS

Our factory was completely destroyed by fire on Oct. 3d, but have for the present time fitted up temporary quarters and are again in a position to supply the trade with anything in the line of

Cigar Manufacturers' Supplies

Will be able again to furnish the Best Cigar Mold in a very short time.

PLEASE REMEMBER:
Our Goods are Right; Our Prices are Right; We Treat You Right.

Awaiting your further commands, which we promise shall have our prompt attention, we beg to remain Faithfully yours,

THE STERNBERG MANUFACTURING CO., Davenport, Ia., U. S. A.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

BOOKKEEPER or OFFICEMAN, (German) thoroughly experienced, with highest references, is open to position where knowledge, brains and willingness will be appreciated. Leaf House or Cigar Factory preferred. Address A. K., Box 26, care of The Tobacco World. 9-30-3

FOR SALE—The finest located Cigar Store in Cumberland, Md., doing a nice cash business—15,000—usually cash sales; established 20 years stock in trade, 350,000. Address J. W. KUHN, 74 Baltimore St., Cumberland, Md. 9-16 1m

WANTED.—Experienced cigar salesman, by an up-to-date Ohio factory making a full line of goods from $10 upwards, Address A, care of The Tobacco World, Philadelphia 9-30-3t

TOBACCO SIFTINGS FOR SALE.—Address SIFTINGS, Box 25, care of The Tobacco World, Phila. 10-14-4t

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Zut, Crown Banner, Rutgers College Special, Flor de Rando, Jonas Chickering, Sedorah, American Tribute, Turkish Smokers, John Pym, Robert Cavelier de La Salle, Irene Bently, Belle of the Mountain, Brianza, Bay State House, Alex. Hamilton, Cantab, Capital Idea, Chow Chow, Old Character, Old Gibralter, Padtrur, Pins, Queen of the Mountains, Quills, La Rosa Favorita, Simplicity, Sovereign Spanish Crown, Specimens, Salisbury, Tennyson, Temptation, La Tentadora, Try and Trust, Valet, Zilda, Curio, Gov. Gray, Cubaneros, P. C. First Light, Druggist Boy, U. S. Army Canteen, Union League, City News, College Cry, Cottage Girl, Donna Diana, Change Your Luck, Elopement, Expectation, El Barton, Garland, Gents, Gold Seal, Jacqueminot Rose, Jacquez Rose, Jaunty, Key West Perfectos, Lastes Craze, Lieutenant, Lucky Moon, Love Letter, La Astoria, Mock Turtle, Mountain Belle, Motto "Smoke the Best," Needles, N. E. Pride, Warren, Warren Bouquet, Peggy O'Neal, Alexander the Great, Powhattan Club, The Bronx, Judah Touro, Toppins, Boylston Club, Cave Canem, Scotch Poet, La Perla de Flandes, Trenton Blue Havanas, Dog Fight, Seven Cents, Jap Rose, Naxos, Country Speedway 10c Cigar, La Espuela, El Arco Del Cielo, How Are You, Lady Matchless, Purest of the Pure, Sweet Dundee, Gorgon Graham, Tim's Lucky No. 34, Lottery Ticket No. 34, Little Feifers, Union Doctrine, Bandera Polska, Zion Signal, Gracious, Plenipotentiary, Supreme Union, Japanese Fans, Smoke Artist, Easy Winner, Drinkhouse, Thos. Wilder Founder of I.O.O.F., Beirut, Idiolized, Hyams' Big, El Fritz, Euclid Park, Tenarena, Nicalena, Royal Fiddle, Royal Fiddler, Vendadura, Nadrilena, Last Arrow, Hammond Board of Trade. Princetella, The Springfield Union, Colonial Dames, McKinley Square, La Contadora, New York Central Selected Stock, Jean Baptiste Comille Carot, Sir Preston, La Flor de Pedro Alvarado, Micela, Vanita, Original Bullheads.

York Cigar-Makers.

They Register for Employment in the County Display at St. Louis.

York, Pa., Oct. 12, 1903.

One of the features at the York County Fair last week was a register in charge of J. Stanley Winget for the registration of cigar-makers, several hundred of whom are desired for work next year at the St. Louis Exposition. Two hundred names, a number being those of women, were secured. A lively interest is manifested, and there is no doubt that the York County exhibit will achieve great success.

Among several meritorious cigars which are becoming well patronized by local smokers are the "Joe Willard" brand and the "144". Both of these cigars are accredited with success wher ever introduced, and there is little wonder, therefore, that they are winners. The "Joe Willard" cigars are made by B. Able, at Hellam, while the "144" brand is a product of the large factory of Henry Kohler, at Nashville.

Samuel Goodman has disposed of his store on Market street to George Kohler, who has placed in charge Harry Young and Earl Minnich, two well-known young men of this city.

Harris & Holtzinger are making preparations for the building of a large factory in Red Lion.

Quite a number of people united in the celebration of the sixth anniversary of Davy Boyer's cigar store and pool room last Saturday evening. The interior of the store had been tastefully decorated with potted plants, while the outside was gaily bedecked with colors and Japanese lanterns.

H. W. Heffener will be one of the first of York merchants to avail himself of York Haven electric power when the same is transmitted to our city. Each of the machines in Mr. Heffener's box factory is being fitted with motors and other fixtures for the installation of the service at an early date.

The factory of Kohler, Snyder & Co.,

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

A. KOHLER & CO.

Manufacturers of **Fine Cigars**

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of *Nashville, Pa.*

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of **UNION-MADE CIGARS**

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. AKRON, PA.

A sure cure for Dry Cigars and Tobacco.

A cure for foul slimy, Sponge, Cotton and Felt.

The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.

Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock.

No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities.

No. 2 for tobacco pails. No. 4, Pans 14x12x30 to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 14x7x17 for each wall case shelf; 32x18x40 for storage room, and all sizes for storage closets. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.

O. R. RICE & CO., 103 East 14th Street, NEW YORK.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five - Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON, Factory Representative for Penna. 1133 Ridge Avenue, Phila.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Mt. Carmel Cigar Manufact'g Co.
Manufacturers of Fine Havana and Domestic Cigars
Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84-85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf Tobacco
East Petersburg, Pa.

in Yoe, has been finished, and is now occupied by the firm.

Samuel Bear, of New York, commission broker in cigars, made his initial visit to the York country trade last week, and was pleased with the result.

The Colonial Cigar Company has moved its establishment from the Farquhar Building, North George street, to the Plank Road. The firm now occupies the building formerly used by Miller & Metzel.

H. C. Lephart's factory in Del Roy is being remodeled and re equipped by B. F. Able, of Hellam, to be ready for occupancy January 1.

Lieutenant Smyser has an interesting collection of Filipino proclamations, stamps, certificates and other papers on exhibition in the show window of Henry's cigar store on South George street. The different articles have full explanations attached and attract considerable attention.

Changes in 'Frisco.

Numerous Concerns, Large and Small, in New Quarters.

Bureau of The Tobacco World,
230 California St.
San Francisco, Oct. 6, 1903.

The new branch store of M. A. Gunst & Co., on Market street, has opened under the most favorable auspices. The location is all that could be desired and the store itself is one which is calculated to draw a big portion of the trade of that neighborhood. M. Saber and E. Labhardt are in charge of the new store, and they are assisted by J. Trewelles and Izzy Danziger.

R. W. Hoffman is now in San Francisco with his line of pipes for Kaufmann Bros. & Bondy.

The representative of the Demouth pipe manufacturers is at present visiting the local trade and doing a considerable business with a large number of houses.

"Sandy" Stuart, of the George Moeb's Company, Detroit, is in town jollying up his many friends in local trade circles.

Mr. Sawyer, manager of the Los Dos Naciones interests on this coast, notes the fact that trade on the company's Mexican cigars is showing a decided increase over the last few months.

Mr. Baumgartner, of Boltz, Clymer & Co., reports that trade in the interior has begun to improve perceptibly and that retail trade in the store on Market street has never been better.

Mr. Blake, a traveling man for Ehrman Bros. & Co., is again in the city after a good trip down the Southern Coast towns. I. R. Hess is making the valley trip. The company is finding a ready disposal for the large shipments of Optimo cigars, which are coming in.

A change of location will take place shortly among wholesale grocery houses carrying cigar departments. Wellman, Peck & Co., will occupy their new quarters on East street, and the William Cluff Company will occupy the former company's present quarters on Market street. Spohn-Patrick Company will occupy the quarters on Front street, in which the William Cluff Company is now located.

Aug. Wessel & Co., have completed new quarters and have now one of the most attractive stands on Market street. Tillman & Bendel, are doing an increasing business on the Sanches & Haya, both locally and in the country, and are well pleased with the cigars' rapid progress.

C. J. Ruddock, of Ukiah, Cal., has sold his cigar stand to W. D. Carlothers of the same place, who will continue the business.

Irwin Shiffert, cigar dealer and manufacturer, of Visalia, Cal., has opened for business in the old Lovern building on the corner of Main and Garden streets. Mr. Shiffert will occupy these quarters only temporarily until the completion of the new Wallace building, when he will resume business at his old stand.

Roscoe and James Donohue have purchased the barber shop of Charles Kirsch, on Fourth street, in Santa Rosa. The new owners are having the store renovated and refitted when they will open a first-class cigar stand and will carry a complete line of cigars and tobaccos.

Messrs. Farmin & Slade, of Palo Alto, Cal., are making arrangements for establishing a cigar stand and billiard parlor in Mayfield, Cal. The Lathrop building has been rented for the purpose and is now being renovated and refitted.

The Benecia cigar factory, established in Benecia, Cal., since 1895, is preparing to move into new quarters in the same city. The new store will be well appointed and will have a stand in the front part with a billiard room in the rear and the second floor will be occupied by the factory.

T. Sirrocco, who formerly conducted a hotel in Coalinga, has retired from that business and has opened an up-to-date cigar stand next door to the post office.

Fred. Girkey, whose cigar factory at Dunsmuir, Cal., was recently burned out, is preparing to resume business on the old site where a new building has been erected.

Harry Weidmer, a young cigar maker of Salem, Ore., saved the life of a little boy last week, who while playing, had fallen between the logs in the boom in front of the Capital sawmills.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Factories: Cigars
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

J. K. PFALTZGRAFF & CO.
Manufacturers of High-Grade Nickel SEED and HAVANA Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana Cigars
Joe F. Willard is Our Popular Leader.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871
DALLASTOWN, PA.

LA UNION CIGAR CO.

Hanover, Pa.
Manufacturers of
High Grade Union Made Cigars
SPECIAL BRANDS:
ALEX WILSON—ten sizes;
MINERS' VICTORY, PRIMO,
LITTLE PEDRO, and
LA UNION CROOKS.

I. E. STUMP & CO.
WHOLESALE MANUFACTURERS OF
HIGH GRADE MEDIUM PRICED Cigars
Red Lion, Pa.
Remember that the MELODIOSO is Our Leader.

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE
Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,

Packers and Dealers in Leaf Tobacco

105 S. George St., YORK, PA.

Walter B Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of Leaf Tobacco

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.

Packers of Leaf Tobacco

James and Prince Streets,

LANCASTER, PA.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. ☞Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

A. J. HINSEY,

Manufacturer of

Fine Havana and Domestic CIGARS

For Wholesale and Jobbing Trade Only. Correspondence solicited. Akron, Pa.

E. B. STONER,

Packer of and Dealer in

PENNA. LEAF TOBACCO

Hellam, Pa.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

Last week we were considering the color of the leaf. This week let us consider just a little how to produce a leaf of tobacco that will have the magic word "wrapper" stamped upon it so plainly that it may be discerned at a distance. In the first place, we believe in thorough cultivation. To begin with the next crop (of 1904) we should, as soon as the standing crop was harvested, begin the cultivation of the next crop by plowing. If there should be a chance before the harvest is complete put in the plow and turn under every green leaf or weed, for if a weed or plant is left standing a miller will deposit her egg, and next season you must fight a cut-worm. See to it, and leave not a weed or leaf for them to use as a hatching ground.

Next, be sure to make an application of not less than two barrels of lime. If the granulated cannot be had, use two barrels of stone lime to the acre. Don't fail to do so every year, and in a year or two you will not hear so much about an ash that is dark and mucky. Less trouble will be experienced in making sale of the crop. We think it best to apply the barnyard manure at the same time with the lime and give it a good harrowing. Then it is all ready for the spring plowing. Remember to harrow in spring before plowing. Land fitted in this way and set with good early plants will usually produce a leaf with the word "wrapper" upon it. Whether you have the manure to put on in the fall or not, remember it is land that is thoroughly worked that produces good crops, with less grubbing to be done with the hoe. Hoeing is rather back-aching work, anyway. Let the team do most of the work, and when the hoeing time comes tell whoever is working with you that you think a man should hoe about 10,000 plants in a day of nine hours.

We have worked our land in this manner and have a nice lot of tobacco this fall, and if we can read the signs of the market correctly, such a leaf will be wanted before another crop can be even planted; for, from all accounts, the stock in the great markets is running very low, and prices are climbing higher than they have been for several years for both the Havana and the so-called Broad leaf. Right here I would advise, keep your weather eye open when the sales begin in good earnest, and note the difference in price of the two varieties.

Phones: { Keystone, 65-64A Main Bell, 62-39A

M. Kaufman & Co.

Manufacturers of Union Made

Turkish Cigarettes

504 S. Fifth St., Phila.

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The apparent conspiracy among certain interests along in August and the fore part of September to depreciate the new crop of tobacco until it was forced out of the farmers' hands at low prices, was promptly knocked in the head by the full statement of the situation of tobacco. Since that time prices have looked up, and have been reported at from 16 to 18c: some have reached the point of from 20 to 25c, and we have reported one crop as high as 27c in the bundle. Our correspondents are not reporting sales so much as the condition of the crops in the fields and sheds, and we are glad to learn of the quiet good feeling of the growers. Each one in answer to the question as to the condition of the crop harvested, allege that they never put in a cleaner or brighter crop in their tobacco experience. In my recent circuit among the growers each one had good leaf to show, where it was cured enough to get samples, and upon my return home at Orange I took quite a number of the leaves to a cigar manufacturer, Mr. Leonard Hanse, of Athol, Mass., who pronounced them as fine and nice as he had ever seen. And so all over the Connecticut Valley, from Bellows Falls to East Hartford, the report comes the same. It is as encouraging sometimes to know of the conditions of the crop as to hear of sales, for we know that in the immediate future sales are bound to be reported.—American Cultivator.

BALDWINSVILLE, N. Y.

There has been no activity in the local market during the past week. The interest of local dealers is centered upon the new crop just harvested. The weather has been favorable and the tobacco is curing satisfactorily in the sheds. Well posted growers believe that this year's crop will prove the most valuable grown in this section in several years.—Gazette.

EDGERTON WIS.

The disposition to let the buying of the new crop alone until the curing is complete and better information obtained regarding the character of the leaf, is seemingly the confirmed resolution of most dealers. There is no riding of any extent being done at present, and few transactions reported, at least no organized effort to move the new tobacco.

The weather continues favorable for the satisfactory curing of the new crop, and some of the early harvested leaf is so far advanced that stripping is reported in a few instances.

The cured leaf market has developed considerable activity during the week and several quite large sized transactions were reported. The 1901 packing of Fred Eckhart at Viroqua, of 1,700cs, has been sold to Fisher & Fisher for the account of S. L. Johns, who also purchased 52cs of '01 Connecticut from Sanford Soverhill. George Rumrill reports the sale of 410cs of 1900 and '02 goods for the week. Nels Nelson sold 180cs of his '02 packing to Mabbett, for account of Pretzfeld & Co. The usual sales of smaller lots to manufacturers continue.

There is a good deal of sampling yet going on among packers and but little of the '02 crop has yet been offered in the Eastern markets, though a few sales have been effected.

Shipments, 500 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

There is very little doing, the market being very dull and quiet, with light sales and small offerings. Prices are the lowest of the season and in buyers' favor. At present purchasers can buy at such prices that they can compete with with early buyers and make good profits on sales. Nothing yet doing in the new crop.

QUOTATIONS

Leaf—Short: Common, 5 to 5¼c; Medium, 5¼ to 6c; Good, 6 to 7c.

Leaf — 22 to 26 in.: Common, 6 to 6¼c; Medium, 6¼ to 7c; Good, 7 to 8c.

Cigar Wrappers, 6¼ to 8c; Fillers, 5 to 5¼c.

Receipts for the week, none; for the year, 11,345. Sales for the week, 40 hhds; for the year, 9,494.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

We had no receipts this week, nor public offerings. The private sales were 88 hhds, composed of Low and Common Leaf and a few Lugs. Market dull and unchanged.

The new crop is now all in the house except scattered remnants which are left standing until frost threatens.

In August the crop prospects were for a full yield per acre of good quality. The long drought changed all of this; half of the crop is Good to Fine, and the remainder Medium to Common quality, with light yield. No Strips will be made in this district, except an order from the Imperial Tobacco Co. to one stemmery.

QUOTATIONS:

Low Lugs	$3.50	to	$4.00
Common Lugs	4.00	to	4.50
Medium Lugs	5.50	to	5.00
Good Lugs	5.25	to	5.75
Low Leaf	4.75	to	5.25
Common Leaf	5.50	to	6.25
Medium Leaf	6.50	to	7.50
Good Leaf	7.50	to	8.50

—The pastor of a church in the district of the Lower Seine, Paris, gives prizes of tobacco to men and of face powder to women in order to induce them to go to church. This new incentive to religion is said to work like a charm.

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5c CIGAR

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Samples forwarded on application.
Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

Business Changes, Fires, Etc.

Colorado.

Denver—F. W. Groth, cigars, chattel mortgage, $209.——E. H. Martin, cigars, chattel mortgage, $235.——Andrew Paterson, cigars, chattel mortgage, $290.

Delaware.

Dover—J. D. Dean, tobacco and cigars, advertised by sheriff for sale, Oct. 8.

Wilmington—A. A. Cahill, cigars and tobacco, succeeded by W. H. Benson.

District of Columbia.

Washington—Frederick Brinkman, cigars, tobacco, etc., advertised for sale at public auction.

Illinois.

Chicago—A. Hoffman, cigars, etc., petition in bankruptcy. —— Neville & Smith, cigars, etc., out of business.

Harvard—J. C. Bennett, cigars, etc., sold out.

Peoria—Waugh & Bush, cigars, discontinued.

Indiana.

Fort Wayne—John Carl, cigars and tobacco, succeeded by John M. Carl.

Iowa.

Des Moines—C. W. Hummer, cigars, bill of sale, $1.

Kansas.

Marion—W. C. Buck, cigar manufacturer, succeeded by Charles Whipple.

Massachusetts.

Boston—Relda Cigar Co., certificate filed of increase of stock by $200.

Michigan.

Detroit—James Purcell, wholesale cigars, bill of sale, $1.

Missouri.

St. Louis—Christian Peper, tobacco manufacturer, dead.

Nebraska.

Grand Island—C. H. Steinmeier, cigar manufacturer, real estate mtge., $350.

New Hampshire.

Manchester—Michael La Belle, cigars, sold out to Dowd Bros.

New Jersey.

West Hoboken—Louis Discount, cigars, chattel mortgage, $350.

New York.

Mechanicsville—Flannigan Bros., cigar manufacturers, burned out.

New York City—Reid & Reynolds, retail cigars, sold out.

Ohio.

Germantown—A. J. Ross, cigar manufacturer, sold out to W. H. Henry.

Lima—J. W. Jackson & Co., cigar manufacturers, absorbed by Orr & Jackson Manufacturing Co.

Oregon.

Oregon City—P. G. Shark, cigars, etc., sold out to Sam. Oldstein.

Pennsylvania.

Sharon—J. H. Townsend, cigars, sold.

Scranton—E. M. Lettieri, cigar manufacturer, judgment note, $650.

PATENTS RELATING to TOBACCO, Etc.

740,622 Cigar mold and lifter, Isidor Brach, Philadelphia, Pa.

740,541 Match-box, Benj. F. Daniels, Nogales, Ariz. Ter.

740,542 Single delivery match box, Elijah C. Davey, Chicago, Ill.

740,675 Tobacco Leaf stripping machine, Gustave A. Marier, Montreal, Can.

740,693 Cigar trimmer, Milton E. Pugh, Dayton, Ohio.

740,934 Cigar bunching machine, F. C. Smalstig, Allegheny, Pa.

740,710 Match safe, Joseph J. Sullivan, Genesee, Pa.

740,722 Tobacco pipe, Stefan Wenzel, Corona, N. Y.

740,498 Cigarette machine, Edwin B. White, Richmond, Va.

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"TURCO"
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How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?

(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3.00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000.00 in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000.00 "
To the	5 persons whose estimates are next closest	($1,000.00 each)	5,000 00 "
To the	10 persons whose estimates are next closest	($500.00 each)	5,000.00 "
To the	20 persons whose estimates are next closest	($250.00 each)	5,000 00 "
To the	25 persons whose estimates are next closest	($100.00 each)	2,500.00 "
To the	50 persons whose estimates are next closest	($50.00 each)	2,500 00 "
To the	100 persons whose estimates are next closest	($25.00 each)	2,500.00 "
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000 00 "
To the	3,000 persons whose estimates are next closest	($5.00 each)	15,000 00 "
To the	30,000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2 50 per box)		75,000.00
	35,213		
	35,213 persons		*$142,500.00*

Every 100 bands from above named cigars will entitle you to four estimates.

[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates.]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445,795,483	August	483,551,833	485,441,753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800,523	575,804,470
April	427,952,558	481,870,212	516,835,163	October	532,205,063	574,551,047	628,881,303
May	456,509,855	553,187,580	523,035,907	**NOV.**	**508,258,250**	**529,308,500**	**562,444,393**
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

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Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after December 1st, 1903, as the fignres are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, withiyour name and address plainly written on each.

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GIVE THE BABY A NAME.

Register Your New Brands
WITH
The Tobacco World
Where they Will be Seen by the Entire Trade.

The fee for registering is $1.00 for each trade mark. The usual charge of 25 cents will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Plug Tobacco and Beer.

THERE certainly seems to be good reason for raising a howl of indignation over the injustice which is so evident in the discrimination made between small dealers in tobacco and dealers in beer, wine and liquor, by the Internal Revenue authorities.

If plug tobacco must be sold direct from original packages why should lager, claret, whiskey or any other alcoholic beverages be sold from anything except the kegs, cases or barrels in which they leave the brewery, distillery, etc.?

When a case of beer or a bottle of wine or whiskey is delivered to a consumer there is no visible evidence that an internal revenue tax on the contents has been paid. The brewing or distillation or fermentation may have been done in a tenement kitchen or tenement cellar for all the evidence there is to the contrary. If the Government needs protection against fraud in the selling of plug tobacco it also needs protection from fraud in the selling of bottled beer, wines and liquors.

The three cities most affected by the recent action of the Government officials in regard to tobacco in original packages are Philadelphia, Baltimore and New York, and there is good ground for belief that if so strong a representation of the trade as could be secured in these cities should go to Washington and make as vigorous a protest as possible some modification of the stringent regulation complained of would be secured.

In agitating the matter there would be no occasion for antagonizing the bottling interests. Rather, there would be occasion for working in harmony with those interests. The cases referred to above, in which there is such great discrimination, certainly seem to be as parallel as two cases can be, and whatever is just and necessary in one is just and necessary in the other.

Although under the rigid enforcement of law announced as to begin November 1 all kinds of smoking and chewing material are to be included, the effect of the change will be felt seriously in only one respect, that of plug tobacco; for all other goods needed by the retail tobacconist can be bought in lots as small as he cares to handle. The new condition amounts practically to this: The retailing of plug tobacco is to be restricted to dealers who can afford to carry from $40 to $50 more of stock than many of them have been accustomed to carrying. Were there any real occasion for the change, it might be accepted resignedly even by those most disastrously affected by it, but men who are well informed on the subject say that the government has suffered no loss through the practices that have prevailed in the past so far as plug tobacco is concerned. There has, it is true, been more or less fraud in using cigar stamps and cigar boxes a second time, but such fraud is now rendered almost impossible by the enforced mutilation of the stamp its entire length. If all laws were interpreted literally and enforced beyond the point of having their intent carried out, this country would be a far less pleasant place to live in than it now is. Driving men out of business is bad governmental policy, and is cruelty when it is the act of an individual in a public position who has no good reason for such a course.

It has been intimated, and more than intimated, that influence and pressure have been brought to bear on revenue officials in this matter, in the interests of great corporations which have little difficulty in controlling their big business adversaries, but which, powerful as they are, find the hundreds upon hundreds of thousands of little dealers scattered all over the country a force so mighty in the aggregate that they cannot be assailed individually and must, if they are to be assailed successfully, be proceeded against as a class. To accomplish this purpose nothing more ingenious and effective could have been devised than this projected enforcement of a law, the result of which amounts to the warning—Increase your capital by nearly fifty dollars or shut up shop.

One objection to resistance against the intended discrimination might be that any man who cannot scare up $50 more or less in the several weeks during which the preliminary notice has been pending doesn't amount to enough to warrant very much expense or trouble being undertaken in his behalf. That may be true of the individual or of ten or even a hundred of such men, but many a mickle makes a muckle and the wholesale interests will be very seriously affected if what has been announced as definitely determined upon is carried into effect and remains in effect.

Selling Leaf Tobacco.

SELLING leaf tobacco to good judges who are in want of the kind of stock offered is mere child's play if the prices are right, but leaf tobacco salesmen do not always have that class of people to deal with, and have to, when selling to poor judges, exercise as much diplomacy and salesmanship ability as if they were trying to "do" a customer, even when they are offering really desirable goods at a decidedly moderate price. "This is a little too bitter," and "This is a little too strong" and "This is a little too mild," many a small manufacturer will say as he rolls up different kinds of leaf and lights the rolls. Many such customers don't know what they want, being very poor judges of tobacco and having nothing to guide them in their purchases except a hope that in some way they may be able to pick up a lot of tobacco at a very low price without losing any of their customers.

Within a week a Philadelphia leaf dealer has had returned to him by two different customers two cases of tobacco as unsatisfactory and in each instance has within twenty-four hours sold the same goods at a price considerably in advance of that of the first sale. All dealers have such experiences to a greater or less degree, and it is no wonder that they sometimes wish they were dealing in something in which quality is not so largely a matter of personal, and, often temporary, opinion.

GOOD LUCK to the Philadelphia Retail Cigar and Tobacco Dealers' Association! May its monthly meetings, to begin in November, be full of interest, largely attended and highly profitable to all present.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in SEED LEAF
Importers of HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

THE EMPIRE LEAF TOBACCO COMPANY
Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra TOBACCO
S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS A. LOB
K. STRAUS & CO.
IMPORTERS OF
DEALERS IN LEAF TOBACCO
HAVANA
301 & 303 NORTH 3rd ST.
PHILADELPHIA

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. KRUPP & CO.
CIGARS
ELEVENTA ST. PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

THE REALM OF THE RETAILERS

Simple Bookkeeping.

Following is Part V. of Victor Robertson's paper on "A Simple System of Bookkeeping for Retail Merchants":

Having covered the cash items and the charges for goods sold on credit, we come to accounts payable, and starting out with an inventory we have a list of accounts not paid left over from last year. I do not see the necessity of keeping an account with each creditor on the ledger. Such ledger accounts do not conveniently show the maturity of bills, and it leads to merchants keeping a running account that never balances. Many merchants pay on account even amounts, $1,000, $500, $100 or $50 at a time. They should try to pay up specific bills and in this way simplify their bookkeeping. It is not necessary, therefore, to make any entries on the ledger except through the cash book as payments are made. Therefore, to cover all invoices of goods bought and not paid for, I would have one Shannon arch file or clip with twelve divisions covering the months.

The clips are, in fact, an auxiliary ledger, and the footing of the clips enters into the monthly statement.

I would file on these clips the inventory merchandise accounts payable on the respective clips as they mature, but the sum total of these invoices being for goods which have been inventoried should be entered on the credit side of merchandise bills paid account on the ledger as they stand against the inventory.

This kind of an entry keeps the old year's accounts payable separate from purchases of the ensuing year. When the old bills have all been paid these payments will offset this entry, and later on the balance will show the amount of goods bought and paid for since inventory to date.

Starting then, with only last year's unpaid bills on the clips, as fast as goods are received and bills checked off they should be placed on the clips according to the maturity of the bills. The clips containing all unpaid invoices, the amount falling due in each month is easily figured up. So a merchant can plan ahead to meet his maturing obligations and save his discounts.

My observation leads me to believe that many merchants lose much, if not all their discounts, and even get to be known as slow pay, through carelessness. With this kind of classification it is ever before them; they can in a few minutes figure up what they owe by month and altogether.

As bills are paid the payment is entered on the cash book under head of merchandise bills paid, the invoice is marked paid with date of payment, and it is then pasted in the ordinary invoice book for future reference.

I think discount a count on the ledger of little consequence. If a merchant wants to know what discount he has saved, he can take pencil and paper, run through his invoice book, put it down and add it up in a short time. Bills paid, therefore, should be entered as they are paid net. If discount is deducted then the entry on the cash book should be net. A merchant who does not discount simply pays more for his goods than his competitor who does. Therefore, all deductions, discounts, overcharges, returned goods, etc., should be made on the bill itself at time of payment and net amount entered. If several bills are paid, then let them be filed consecutively with memorandum footing on last bill, or, in other words, the detail of settlement, whatever it may be. If a note is given, then take the invoice off the clip, mark it paid by note, and when, and paste it in invoice book same as if paid, and put a memoradum of the note on the clip showing the maturity of the note. Notes are an extension of payment. Why have a "Bills Payable Account" in the ledger? I should treat a note for merchandise the same as the invoice; the payment is made in the same way and it is the same kind of business. The note is simply exchanged for one or more invoices. In this way invoices paid or settled by notes will be in the invoice book; invoices not paid and merchandise notes on the clips. There should be a pencil memorandum footing on each clip showing the amount of each month's obligations subject to continuous correction, and a memorandum recapitulation of all the clips showing obligations by month.

The question then arises, will the cash income from sales and collections meet these obligations as they come due? This is a feature every merchant must face intelligently. In order that all that pertains to expense account may be accessible, there should be a clip for unpaid expense bills. As they are paid they can show date of payment and be filed away so that the expense column of the cash book and the clip give the full detail of all expenses. A successful merchant must get a net profit on his annual business. He may call his living an adequate profit, but he presumes to get a profit over and above the value of his own services.

(Continued next week.)

* * *

Value of Recommendations.

There are many business houses that will employ no one without a "recommendation." This is an unfair method and a great encouragement to looseness in writing references, and to dishonesty in explaining the reasons for leaving the last job. A man may have been ignominiously "fired" from one job, and yet be a safer and better man to hire than one who has never been on the "firing line." A summary dismissal from employment will usually teach a good lesson and be a stimulus to ideal service in the future.

Any employer who expects absolute perfection in private life among the men in his service works on a dangerous theory. He is likely to be systematically deceived and never to know his men for what they really are. His insistence on ideal character will be more apt to encourage hypocrisy than better morals. A wise employer will consider honesty the most indispensable quality among his employes, and he will not himself promote honesty among them by forcing them to outwardly assume unusual virtues they have not.—Commercial West.

There is still another phase to the situation. There are at present a great many business houses who have a standing rule not to give any written recommendations to employes who leave their establishments. They are willing to be communicated with personally upon the subject, and in such cases will give the applicant a recommendation if his actions, while in their employ, merit the same.

Business men should consider this when dealing with an applicant for a position in their employ. Every employer has, or should have, some confidence in his own ability to judge human nature, and although he will do well to post himself as thoroughly as possible upon the integrity and ability of prospective employes, his own judgment should be one of the largest features in prompting his decision.

* * *

Two Ways.

There are two ways of measuring profits—they may be measured on each transaction or on the whole business at the end of the year. Some merchants look after the immediate present and make as large a profit as possible on each sale. Others are content with a more moderate profit on individual transactions and thereby try to increase the number of sales. These are the ones whose profits are greatest at the end of the year. The key-note of modern merchandising is moderate profits and a quick turn-over. Instead of making a large percentage of profit on a few sales, the modern merchant endeavors to increase the volume of his business. That is the way of doing business that pays at the end of the year. Moderate profits make quick sales; they make customers—in a word, they make business—while unreasonably large profits drive away trade and eventually will kill business if persisted in.

* * *

Do You Pay?

Who pays for the advertising of manufacturers? Certainly not the manufacturer who does the advertising nor those who purchase his products. Who, then, pays for advertising? Why, the manufacturer who does not advertise. The manufacturer who advertises draws more trade away from the man who does not advertise than pays for his advertising. Thus it is that there are non-advertisers who pay for advertising done by their competitors, and in refusing to advertise they pay the bills of the man who captures the cream of the business being done.—Canadian Manufacturer.

* * *

Bad Luck? No!

Never complain of "bad luck." When a man talks about his usual bad luck look around to see which one of his weaknesses is making a fool of him.

You will invariably find it either laziness, indifference, indiscretion, pleasure-seeking, liquor habit or some other success-consuming microbe.

There is no such thing as "bad luck." Put it down as lack of enterprise.

There are two things which are absolutely essential for any man to achieve the highest success—a good knowledge of his business and the right kind of grit in his make-up.

If a man is "chicken-hearted" he is doomed to failure.

• • •

New $20 Counterfeit.

Chief Wilkie, of the U. S. Secret Service, has discovered a plain, uncolored photographic $20 counterfeit national bank note on the First National Bank of Mayfield, Ky. It is evidently an amateur's work.

Capacity, One Million per Week.

Correspondence with the Jobbing Trade solicited.

The Best Union-Made Five-Cent Cigar in the Market.

Union-Made
All Sizes

Union-Made
All Sizes

M. Steppacher, Reading, Pa.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending October 17, 1903.

Ponce.—American Cigar Co., 363 bales tobacco; American Tobacco Co., 8 cases cigarettes; Company Industrial de Porto Rico, 23 bales tobacco; Levi, Blumenthal & Co., 13 bales tobacco.

Havana.—James E. Ward & Co., 6 cases cigars; W. R. Grace & Co., 1 case cigarettes.

Bremen.—C. Erndt, 1 case tobacco.

Caibarien.—Munson Steamship Line, 161 bales tobacco.

Gibara.—Munson Steamship Line, 100 bales tobacco.

Guantanamo.—J. Kaffenburgh & Sons, 50 bales tobacco.

Hamburg.—K. Mandell & Co., 20 bales tobacco.

Cienfuegos.—Hinsdale Smith & Co., 5 bales tobacco.

Trinidad.—W. S. Matthews & Sons, half hogshead tobacco.

SUMATRA TOBACCO.

Str. Statendam, arrived Oct. 13:
(368 bales, 267 cases.)

A. Cohn & Co.	150 bales
B. Labe & Sons	75 "
E. Rosenwald & Bros.	49 "
Hinsdale Smith & Co.	40 "
United Cigar Mfg. Co.	31 "
L. Friedman & Co.	10 "
J. Hirsch & Sons	9 "
S. Rossin & Sons	4 "
S. Aschner	138 cases
G. Falk & Bro.	54 "
Pennsylvania R. R. Co.	31 "
H. Duys & Co.	14 cases
James E. Ward & Co.	10 "
Hilson Co.	8 "
Lichtenstein Bros.	7 "
Rothschild Bros. & Co.	5 "

HAVANA TOBACCO.

Str. Monterey, arrived Oct. 12:
(1,875 bales)

James E. Ward & Co.	783 bales
L. Friedman & Co.	156 "
Brown Brothers & Co.	143 "
E. V. Skinner	110 "
Weil & Co.	101 "
Manraia Bros. & Co.	96 "
Anderson & Diaz	81 "
A. Murphy & Co.	81 "
Starlight Brothers	60 "
J. Bernheim & Sons	55 "
G. W. Sheldon & Co.	50 "
C. Goldberg & Son	34 "
Henry Doerr & Co.	33 "
S. Rossin & Sons	30 "
Sutter Bros.	30 "
S. Auerbach & Co.	19 "
Hamburger & Co.	13 "

Str. Mexico, arrived Oct. 13:
(1,754 bales, 398 cs., 11 bbls., 54 tr'nks.)

James E. Ward & Co.	810 bales
Havemeyer & Vigelius	265 "
Lozano, Selgas & Co.	92 "
S. Rossin & Sons	77 "
S. Auerbach & Co.	52 "
E. P. Cordero	49 "
Hamburger Bros. & Co.	43 "
E. Regensberg & Sons	35 "
J. & M. Suarez	35 "
F. B. Vandegrift & Co.	33 "
I. Bijur & Sons	33 "
Anderson & Diaz	31 "
Alex Murphy & Co.	25 "
Bondy & Lederer	25 "
E. Hoffman & Son	24 bales
Greenhall Bros.	23 "
Rothschild & Bros.	22 "
M. Stachell erg & Co.	20 "
C. Garcia & Co.	17 "
Sutter Bros.	12 "
S Ruppin	10 "
R. M. Blake & Co.	9 "
Calixto Lopez & Co.	7 "
Herz Brothers	5 "
James E. Ward & Co.	398 cases
James E. Ward & Co.	11 bbls.
James E. Ward & Co.	54 tr'ks

Str. Esperanza, arrived Oct. 17:
(1,020 bales; 25 bbls.)

James E. Ward & Co.	583 bales
Brown Brothers & Co.	186 "
M. D. T. Co.	75 "
Star Union Line	63 "
Hilson & Co.	59 "
J. Bernhein & Son	20 "
Carl Upmann	15 "
E. Hoffman & Sons	14 "
G. W. Sheldon & Co.	5 "
M. D. T. Co.	15 bbls.
E. Hoffman & Sons	10 "

HAVANA CIGARS.

Str. Morro Castle, arrived Oct. 13:
(168 cases.)

Havana Tobacco Co.	129 cases
W. R. Grace & Co.	20 "
Park & Tilford	4 "
Michaelis & Lindemann	4 "
L. J. Spence	3 "
H. W. Wheeler	2 "
G. W. Faber	2 "
A. E. Outerbridge & Co.	1 case
C. H. Wyman & Co.	1 "
National Cuba Co.	1 "
Order	1 "

Str. Esperanza, arrived Oct. 17.
(21 cases.)

James E. Ward & Co.	14 cases
B. Wasserman & Co.	2 "
Havana Tobacco Co.	2 "
L. G. Spence	2 "
G. S. Nicholas	1 case

PORTO RICAN CIGARS.

Str. Caracas, arrived Oct. 12:
(150 cases)

American Tobacco Co.	81 cases
G. W. Sheldon & Co.	17 "
West Indies Cigar Co.	16 "
Amer. W. I. Trading Co.	9 "
M. Rucabado	8 "
A. S. Lascelles & Co.	7 "
Order	7 "
E. F. Wolf & Co.	2 "
Jose Molina	2 "
R. M. Manrique & Co.	1 case

Str. Coamo, arrived Oct. 17:
(208 cases)

American Tobacco Co.	80 cases
A. S. Lascelles & Co	28 "
G. W. Sheldon & Co.	18 "
West Indies Cigar Co.	15 "
American W. I. Cigar Co.	12 "
L. Daussa & Co.	10 "
M. Sola & Son	10 "
Durlach Bros.	10 "
Compania Industrial Co.	6 "
F. Bonilla & Co.	5 "
Blumenthal & Co.	4 "
M. Rucabado	4 "
L. Linder & Co.	2 "
R. A. Manrique	2 "
Victor Malga & Co.	2 "

The Cafe Noir Tobacco Co., Portland, Me., will issue $100,000 preferred stock.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

1902 Crop
WISCONSIN
Now Ready

Sutter Bros. Inc.

New York
Chicago
St. Louis
Havana

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM.
119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING
Importers, Packers and Dealers in
Leaf Tobacco

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

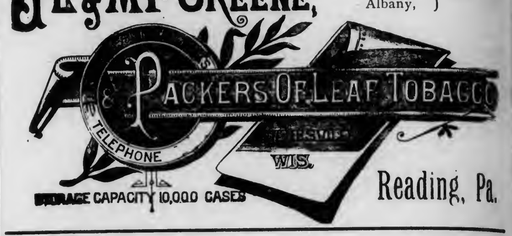
DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Retail Department is strictly up to date.

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.


Reading, Pa.

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
4, Z. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

LA FISSEL CIGAR CO.
MANUFACTURERS OF
Fine Union-made Cigars
EAST BERLIN, PA.
Correspondence with Wholesale and Jobbing Trade solicited.

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

E. E. Kahler,
328 to 332 Buttonwood Street
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

IMPORTERS OF
L. P. Kimmig & Co. SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

NEW HAVANA FINE IN ALL WAYS BUT ONE.

Its Smell and Taste Perfectly Satisfactory, But Its Color Objectionable—Education of Smokers Needed.

HAVANA, Oct. 12, 1903.

The past week in the market has shown considerably more life and Vuelta Abajo, as heretofore, has absorbed the principal attention of buyers. The Americans contributed principally to give life and animation, although the home manufacturers also stepped in to secure some more vegas, which they were in want of to meet the increased call for cigars at this season of the year. Partido tobacco has been only moderately inquired for, and while more lots might have been sold, the exorbitant figures asked by the sellers have prevented several transactions from being consummated. Remedios tobacco has a limited sale in old goods, as prices are only reluctantly conceded by buyers, but the stocks being so small there is no chance of any lower figures being accepted. The lowest grades of new Remedios are in fair demand for export to Europe, while otherwise only the so-called caperos are sought for by manufacturers in the South of the United States. It is stated that the former buyers of the Spanish Regie are looking for heavy-bodied colas and botes of Vuelta Abajo, as well as for second and first capaduras of new Remedios, offering prices, however, which are not universally considered as acceptable; therefore the operations have been very limited thus far.

Stocks held by the farmers in the country are very much reduced, receipts from the country showing a big decrease in quantity of Vuelta Abajo, principally, but being nearly equal in the total volume to last week's while compared with 1902 there is a shrinkage of over 4700 bales of all kinds. The market closes active, with prices showing a tendency of a further rise for particular classes.

Sales amounted to 7900 bales in all, or 3500 Vuelta Abajo, 600 Partido and 1800 bales of Remedios; for the United States 4200 bales were taken out of the market, for Europe 1400 and for home consumption 2300 bales.

BUYERS THAT COME AND GO.

Arrivals—A. Guedalia, N. E. Guedalia, of Guedalia & Co., New York; E. P. Cordero, of E. P. Cordero & Co., New York; N. Michaels, of Granda Hnos & Co., Montreal, Canada; and there has also returned Pepin Rodriguez, of Rodriguez, Arguelles & Co., owners of the "Romeo and Julieta" Factory.

Departures—B. J. Krausman, for New York; C. S. Batt, for New York; Geo. Kinspel, for St. Paul, Minn.; N. Reiss, for Chicago, Ill.; Henry F. Stock, for Chicago, Ill.; N. Michaels, for Montreal.

1904 CROP.

Chances for a good temprano crop are promising, as a few trials in transplanting have been made already, and it is said that the young plants have taken firm root in the soil. From the middle of this month to the middle of November the bulk of the seedlings will have been transplanted. Seedlings are healthy, abundant and low in price. The only doubt in sight is whether the weather clerk will be well disposed towards the poor farmers by letting the cyclones pass by the island of Cuba. When this critical period shall have gone by there are however other worries for the Vegueros to keep his mind and hands occupied, as picking off worms, no rains at all, therefore necessitating some artificial irrigating of the young plants, or too much and heavy windstorms.

HAVANA CIGAR MANUFACTURERS.

Business in the factories has picked up somewhat and orders are coming in from Germany in good sized quantities, while England is still a trifle backwards. South America, however, is making heavy calls upon our manufacturers, and there is also demand from Austria, Italy, Spain, Portugal, Belgium, Australia, etc. The question whether there will be a reciprocity treaty with the United States undoubtedly influences the business with the United States to a more or less extent. The independent factories that are busy and which do not complain are H. Upmann & Co., Behrens & Co., Rabell, Costa, Vales & Co., Romeo and Julieta, El Rico Habana and a few others. The question of light colors of a brilliant hue, and for which the United States and England are clamoring, is something that worries the manufacturers, as there is no such wrapper tobacco in the 1903 crop to speak of. Green spots predominate; therefore the duty of the tobacco press and the retailers is to convince the public that it must regard such wrappers as the distinguishing mark of the 1903 crop, and while the eye may not be pleased the palate will be highly pleased, as well as the olfactory organs, and therefore the cigars ought to be tried at least. The manufacturers feel sure that when the public has once tried the 1903 crop cigars, it will insist in the future upon just the colors which it might reject upon sight without a trial. As all the clear Havana

ESTABLISHED 1844
H. UPMANN & Co.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.
Manufacturers of the Celebrated Brands,

SOL and LUIS MARX
Consulado 91, HAVANA.

JOHN W. MERRIAM & CO.
MAKE

Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG,"
New York.
Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba.**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. *Cable: "Suarco."*

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, P. O. Box 397. Cable: HIMML. **Havana, Cuba.**

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. **Habana.**

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 **HABANA**

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
San Miguel 100, Cable: "Donalles." *Habana, Cuba.*

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, CUBA. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." **Habana.**

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS
Almacenista de Tabaco en Rama
NEPTUNO NUM. 174
Cable: ONILEVA. *Habana*

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. *NEW YORK*

Smooth as Well as Rigid; Rigid as Well as Smooth

Such is the table-surface of
Liberman's Latest
Ball-Bearing
Roller Suction Machine

No other machine on the market does such clean cutting, and no other is as practical in any other way.

Nothing to prevent the full swing of the arm in palm-rolling.

Absolutely no streaking of the leaf in cutting.

Send for new blue-print booklet.

The Liberman Manufacturing Company,
Manufacturers of Cigar Making Machinery,
223--5--7 South Fifth Street, PHILADELPHIA, PA.

cigar manufacturers are in the same boat, whether they have a factory here or in the United States, the propaganda ought to be made a common cause by all interested parties.

BUYING, SELLING AND OTHER NOTES.

Muniz Hnos & Co. stand on top of the list as heavy sellers with 1200 bales of Vuelta Abajo and Remedios.

B. J. Krausman secured 800 bales of Vuelta Abajo, old and new crop, for his firm of Havemeyer & Vigelius.

H. Upmann & Co. shipped one million cigars this past week.

Garcia & Co. are said to have sold 700 bales of Vuelta Abajo, as well as having received 300 bales of new purchases from the Vuelta Abajo.

Rothchild & Bro. are doing their share in buying and shipping goods to the United States. Don Sidney knows when he sees a good piece of tobacco and he does not let anybody else get hold of it before him.

Jose F. Rocha is a new firm in one sense of the word, as Don Jose has only been in business under his own name for two years, but he succeeded the former firms of Donato Arguelles & Co., Arguelles Saura & Co. and Agapito Busto y Sobrino. The last named firm has been established over 20 years. So, as the successor, he has inherited, so to speak, the good will of the numerous clientele of these firms in the United States, and he has shown that by business tact, honesty in all his transactions, and only handling the best Vegas of the Vuelta Abajo, Partido and Remedios districts he has not only kept all of his customers, but has added quite a list of new ones to the number of permanent friends of his house. He also does extensive business with Havana factories on the spot. Sales the past week consisted of 600 bales of Vuelta Abajo.

I. Friedman & Co. purchased 600 bales of Vuelta Abajo through A. Waldman direct from farmers in the Vuelta Abajo.

Manuel Garcia Pulido disposed of 750 bales of his fine holdings of Vuelta Abajo.

Sobrinos de V. Diaz received 500 bales of Vuelta Abajo from the country and they turned over 300 bales of Remedios.

A. M. Calzada & Co. sold 600 bales of Vuelta Abajo to a United States buyer.

Leslie Pantin was a liberal buyer for his customers again to the tune of 500 bales this week.

Aixala & Co. closed out 500 bales of Vuelta Abajo and Partido.

Leonard Friedman & Co. were very busy last week in selling 300 bales of Remedios and 200 bales of Vuelta Abajo.

Suarez Hnos disposed of 400 bales of Vuelta Abajo.

Loeb Unnez Havana Co. canot let a week go by without making some sales, so they report 350 bales of Vuelta Abajo and Remedios of their fine escojida.

Sobrinos de A. Gonzalez had a breathing spell, the first in a long while, as they only turned over 300 bales of Remedios.

Rabell, Costa & Co. cleared out 300 bales of Vuelta Abajo to local factories.

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars
Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 150,000 per Day. Prompt Shipments Guaranteed.

KAUFFMAN BROS.
Manufacturers of
High-Grade Nickel Cigars
LANCASTER, PA.
CROOKED TRAVELER—
A Cigar of Special Value
PRINCE VICTOR—A Five-Cent Leader
Correspondence with the Wholesale and Jobbing Trade Invited.

BON TON CIGAR CO.

Manufacturers
of the
El Dorado de Habana
CIGAR
Reading, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of

Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.

READING, PA.

GEO. W. WERT & CO.

MANUFACTURERS OF

High Grade Union-Made Cigars

No. 14 North George St. York, Pa.

UNION PLANTER 5-cent Cigar is Our Leader.

"Millions for Farmers" So Says Secretary Wilson, U. S. Dep't of Agriculture

TEXAS TOBACCO TRACTS

Write for Full Information to....

Exhaustive tests prove that the finest grade of... CUBAN LEAF Filler and Wrapper can be grown in East Texas on line of the

SOUTHERN PACIFIC

Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.

T. J. ANDERSON, General Passenger Agent, Houston, Tex.

Bruno Diaz & Co. sold 350 bales of Vuelta Abajo and Partido this past week.

Jose Menendez disposed of 200 bales of Vuelta Abajo and Partido.

G. Salomon y Hnos closed deals of 150 bales of Remedios and Vuelta Abajo.

Avelino Pazos figures only with one transaction of 100 bales of Vuelta Abajo.

Walter Himmi also turned over 100 bales of Partido and Remedios.

Receipts of Tobacco from the Country.

	Week Ending Oct. 10. Bales	Since Jan. 1. Bales
Vuelta Abajo	3,363	150,514
Semi Vuelta	339	7,110
Partido	547	43,008
Matanzas	—	130
S. Clara & Remedios	3,852	68,880
Santiago de Cuba	118	3,611
Total	8,219	273,253

Enterprise in Reading.

Business Good with the Keystone Tobacco Company.

Reading, Pa., Oct. 17, 1903.

There was a sale of 49,000 cigars, the property of the Adam S. Keppel estate, of Sinking Springs, last week, at the Colonial Trust Company Building, in this city. They brought fair prices from different purchasers.

The management of the Taylor Cigar Company, 50 South Seventh street, is offering the manufacturing plant and cigar store for sale and there are several parties after the place. Elmer E. Taylor is the manager of the concern and has engaged in other business.

William H. Redcay, conducting a cigar factory at 7 North Ninth street the past several years, filed his returns for closing the cigar business in the office of the United States Revenue Collector, Fred W. Cranston, last week. He will be succeeded by the firm of Edwards & Kelley, who will carry on the manufacturing business at the same place. They will continue to manufacture some of Mr. Redcay's popular brands. The new firm filed a bond in $1000 for the safe conduct of the business. Mr. Redcay will devote his attention to the butt manufacturing business hereafter.

The Keystone Tobacco Company has ordered a lot of additional machinery. One of the new machines will be a "cutter" used in cutting up tobacco, which is made into butts, and for which the firm has a steady increasing demand. William H. Redcay, proprietor of the factory, has returned from a Western trip, during which he received large orders for the Union and Kasson brands. This firm ships a large block of its output to the Western States.

The four-story building which is being erected by John A. Fehr & Son at Seventh and Franklin streets is nearing completion and will be occupied shortly by this well-known firm of tobacconists and leaf tobacco dealers. The structure is admirably adapted to the growing business of the firm and is being equipped with elevators, etc. The storeroom and offices will be handsomely furnished throughout. The firm has been located at 1021 Chestnut street the past eighteen years.

Daniel M. Bobb, cigar manufacturer of Bernville, this county, recently purchased a valuable trotting mare from Andrew Schoener.

Robert Gift has opened a small cigar factory at Friedensburg, Berks County, and has put six hands at work. He has rented Samuel Bieber's large warehouse and has fitted out his factory in a complete manner.

H. S. Hosler, of the firm of Hosler & Hellerick, has returned from a successful business trip through Lehigh County and the coal regions. He reports the trade outlook as being exceptionally brisk. The firm has placed several additional hands at work.

Near-by Cigar Box Factories.

HENRY H. SHEIP M'F'G. CO., PHILADELPHIA.

With the new addition to its plant this company will be able to execute all work in a most satisfactory manner. The firm reports large orders booked ahead. It is pleasing to note the push and enterprise of this well-known Philadelphia establishment.

H. S. SOUDER, SOUDERTON, PA.

This popular firm has sprung into prominence quite rapidly and has a reputation for executing label work of a special nature. It keeps four printing presses in constant use. In the label and box departments eighty-seven people are employed, and the plant has a capacity for turning out 7,500 boxes per day. Mr. Souder reports each department running full with orders ahead.

L. J. SELLERS & SON, SELLERSVILLE, PA.

This factory has a large force of hands, and plenty of orders. It is one of the most complete in the country, and M. D. Sellers, the enterprising proprietor, is a very busy man. The cigar boxes turned out by this firm are of the highest grade.

J. S. H.

PHILADELPHIA LEAF MARKET

Business continues to be good, with all desirable stock in active demand. Second Capadura Havana is now disposed of in larger quantities than before in a long time, the activity in the cigar market having resulted in exhausting the reserve supplies held by manufacturers.

EXPORTS.

Liverpool, 10 cs. plug tobacco; London, 25 hhds. leaf tobacco; Rotterdam, 45 hhds. tobacco.

BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP.

The deluge of water which descended on helpless New York on October 9 and did millions of dollars of damage in this city and nearby towns did not succeed in forcing a single drop of rain into the cellar of C. C. Hamilton & Co.'s big bonded warehouse on South street between Burling Slip and Maiden Lane, and when the flood was over it was found that every bale of tobacco in the cellar, and there were hundreds of bales of Havana and Mexican leaf stored there, was as dry as when it was put there. It would have been impossible to apply a severer test to this cellar than was applied by the marvelous downpour of October 9 when the water assaulted everything in its way and came to the attack perpendicularly from the heavens above, sideways on the wings of the wind and upwards from the teeming sidewalks. It must not be forgotten either that the floor of C. C. Hamilton & Co.'s cellar is three feet below the water line of the East River, which is only about one hundred feet away. Seepage from the river is not feared by the warehousemen, for the cellar is waterproof.

The happiest man in New York was C. C. Hamilton, the senior member of the firm, when he learned that the flood of rain had not caused a cent's worth of damage in the warehouse. Mr. Hamilton had been ill and the good news was sent to him. Mr. Hamilton got well fast after that and is now working up an extra good appetite for his coming Thanksgiving Day dinner, and it is expected that his health will be much better than for many years past.

***

Alonzo B. Pando & Co., cigar manufacturers of 535 East 75th street, are the inventors and patentees of a new flavoring extract, the name of which "Rematus," suggests a wellknown type of Cuban tobacco. "Rematus" is made solely of tropical fruits—pineapples, bananas, etc., but entirely without chemicals, and the inventors claim that it imparts to seed tobaccos a true and lasting Havana flavor. "Rematus" sells at $1.50 a pint and samples will be forwarded upon application.

***

Moritz Neuberger, of Heinrich Neuberger, of Bremen, Germany, is in New York on his annual visit for the sake of laying in his usual large stock of American leaf tobaccos.

***

The price cutters continue to announce their "bargains" in the show windows of their stores, but the initiated public goes on its unheeding way to the other fellow's store and pays the regular price for what it wants. When price cutting was first begun and wellknown brands of 10 cent cigars were offered at 6 cents, and old nickel leaders were unloaded at seven and eight and nine and ten for a quarter, the public parted with its good money to the price cutter with a rush. But the public speedily learned that for its 6 cents it was getting, not a 10 cent cigar, but a 6 cent one, and that the seven and eight and nine and ten cigars it got for its 25 cents were worth just what they cost and not one mill more. Nowadays, the only times when the price cutting stores get the patronage of well informed people is when they offer genuine bargains in which the public still has confidence, and on those days the price cutters lose more than is agreeable; a long succession of such days would spell ruin for the price cutters.

To a man up a tree this business of degrading brands of cigars which for years enjoyed a well merited reputation for excellence of quality does not seem to have been well considered. If the brands had been kept up to their old standard and then sold at retail at the cost of manufacture, or even at the wholesale price, the effect upon competing retailers would have been not merely disastrous but absolutely ruinous, but that wasn't done. Instead, the old brands were used to exploit cigars of which the original owners of the brands would have been ashamed. The scheme paid at first and is still so recent that it continues to pay but it will be different when all the "suckers" get "wise." Then the price cutter may use all the colored inks that the ink makers can turn out and he won't get enough trade to pay him for his trouble. Just wait and see. You won't have to wait long.

***

The new packing of Between The Acts, fifty in an oblong tin box, and retailing at 50 cents, is meeting with an extraordinarily cordial reception from the lovers of short smokes.

***

Clay pipes from the Philippines, covered with leather, and retailing at 10 cents, are a novelty on the Bowery. The price is extremely low for so good a pipe, and attracts many buyers.

***

At the suggestion of Harry E. Pyke, M. Foster & Co. have presented to the proprietors of certain hotel cigar stands in Mr. Pyke's territory who handle the Banquet Hall brand, a well constructed and convenient lock box for holding postage stamps and currency. The boxes, which were made by the Henkell factory, are flat and oblong.

***

Lewis Cantor, of Leonard Friedman & Co., is off on a moose hunting expedition to the Hudson Bay country. About Christmas the mounted head of a bull moose will probably be adorning Mr. Cantor's offices. It will certainly do so if Mr. Cantor has his usual good luck when he goes after big game.

***

The smoking room of the new Hudson Theatre in Forty-fourth street, which was opened on Monday night by Miss Ethel Barrymore in "Cousin Kate," is commodious and finely appointed. The recent remarkable increase in the consumption of Turkish cigarettes of domestic manufacture is undoubtedly to be attributed in no small measure to these smoking room annexes in our New York theatres. The average man who goes to the theatre loves to smoke between the acts. In fine weather he goes out of doors but when the weather is bad, or the night uncommonly cold, the smoking room invites him. The intermissions are too short to permit of indulgence in a cigar, and most of the popular brands of all-tobacco smokes manufactured today are also too large. The Virginia cigarette is out of fashion. There is nothing left but the Turkish which is not only the vogue but is also of just the right length to last through the average intermission.

Turkish cigarettes are very largely advertised in the theatre programmes of this city. It is noticeable that in all the programmes published by Frank V. Strauss the Mogul usually has a full page to itself. Mr. Strauss is the official programme publisher to the theatrical trust. In the programmes of the independent theatres the brands of Turkish cigarettes usually advertised are the product of independent manufacturers, but outside the tobacco trust's Mogul the only short smoke which is advertised persistently in a large way is L. Miller & Sons' Le Roy. This is a perennial favorite anyway and the only real rival which any one single brand of Turkish cigarettes nowadays has.

***

Marcelino Perez, of Perez, Rodriguez & Co., sailed for Havana on October 17.

***

Henry S. Neustadter, of John W. Merriam & Co.'s traveling staff, who had just returned from a successful trip South, is this week visiting his trade in New England.

***

Louis Stockell, residing at 534 East Fifth street, formerly a cigar dealer at 78 Bleecker street, has filed a petition in bankruptcy, with liabilities $6,432, all contracted this year, and no assets. There are fourty-four creditors. He was in the cigar business about seven years.

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

TOBACCO SIFTINGS FOR SALE.—Address SIFTINGS, Box 25, care of The Tobacco World, Phila. 10-14-4t

EXPERIENCED MAN DESIRES position as a cigarmakers' foreman. Highest references. Now employed. Address, FOREMAN, Box 21, Care of The Tobacco World, Philadelphia. 10-21-2t.

JOB LOTS OF CIGARS WANTED for sale by a prominent brokerage firm. Any quantity. Prices must be low and goods salable. Address Box 22, Care of The Tobacco World, Philada. 10-21-11t.

FOR SALE—The finest located Cigar Store in Cumberland, Md., doing a nice cash business—15,000—usually cash sales; established 20 years; stock in trade, 250,000. Address J. W. KUHN, 74 Baltimore St., Cumberland, Md. 9-16-1m

EXPERIENCED CIGAR SALESMAN with established retail trade in Pennsylvania, New Jersey and Maryland and also jobbing trade in the South desires position with factory making goods suitable for that territory. Address, Box 20, Care of The Tobacco World, Phila. 10-21-1

A PROMINENT Cigar Broker desires to correspond with Pennsylvania manufacturers of Low and Medium grade goods with view to representation. Union and Non-Union cigars required. Large outlet assured to first-class factories with proper prices. Manufacturers with novelties especially desired. Address, Box 23, Care of The Tobacco World. 10-21-4t.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

HAVANA TOBACCO COMPANY
TRADE MARK
111 Fifth Avenue, NEW YORK
SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Yncian	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguedad
La Flor de Naves	El Aguila de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murias
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estella	J. S. Murias y Ca.
	H. de Cabanas y Carbajal.	

ROTHSCHILD & BRO.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK

J. J. SCHOENER. CABLE ADDRESS "TACHUELA"
J. J. SCHOENER & Co.
IMPORTERS & PACKERS
LEAF TOBACCO
169 WATER STREET.
NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA

LEOPOLD SCHMID FRANK LANGE
L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

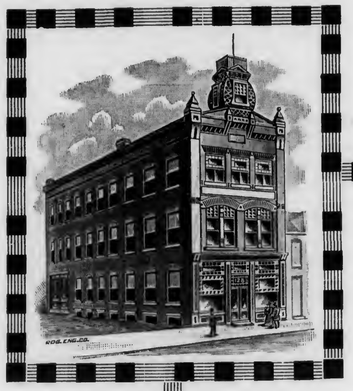
JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

We Draw
YOUR ATTENTION
TO
Our Branch House
Fifth and Washington Streets,
READING, PA.
Where We Sell
LEAF TOBACCO
In Any Quantities.
BREMER BROS. & BOEHM
IMPORTERS, PACKERS and DEALERS in
Leaf Tobacco
119 North Third St. 5th & Washington Sts.
PHILADELPHIA. READING.
GEO. W. BREMER, Jr. WALTER T. BREMER. OSCAR G. BOEHM.



In a New Building.

This is the Factory occupied by the

PENNSYLVANIA TOBACCO WORKS,

Factory No. 7, First District Pennsylvania.

128 North Tenth St.

Reading, Pa.

Manufacturers of
A Fine Line of

Chewing and Smoking Tobacco

FOR

Wholesale and Jobbing.

The following are among Our Brands, Fully Protected:

DAISY BUTTS---Chewing and Smoking.
DAISY STUFF---Chewing and Smoking.
EAGLE SHORTS---Fine Scrap for Smoking.
PURE BUTTS---Natural Leaf.
No. 7 HAVANA SIFTINGS---Smoking.
JUMBLE ROLLS---A new kind of Chewing and Smoking.
BIG DAN---Sweet Scrap, made from the Finest Cigar Cuttings.

PHILADELPHIA

LABOR UNION PROSPECTS.

Mahlon Barnes, Secretary of Cigarmakers' Union No. 165, does not agree with the statement of Clarence S. Darron in a Chicago newspaper that "the labor movement in America will be disrupted and demolished in a few years unless something is done to remedy the decisions against labor unions which are constantly being made by Judges of our courts." Mr. Barnes says: "Despite the opposition of Judges, press and pulpit, labor unions have survived and will continue to survive. They may encounter obstacles, but their fighting ability will increase in exact proportion to the size of the obstacle. The more difficulties the greater the victory- That is history, and it will repeat itself."

WHERE BUSINESS IS GOOD.

Not very many weeks have passed since the branding machines of the Liberman Mfg. Co. were perfected, but already they are in use in all parts of the country. The machines used for such work before Mr. Liberman's invention was available gave cigars a very indistinct branding, and consequently there was much less protection against substitution than there is when his machine is used. There is constant hustle and activity in the factory, not only in the branding machine dapartment, but in the production of roller suction machines and in filling orders for knives thimbles, punches and other cigarmakers' tools. At almost any hour shipping of goods in large quantities may be found in progress at this establishment.

RETAILERS' ASSOCIATION.

The question of whether the Retail Cigar and Tobacco Dealers' Association of Philadelphia should continue active existence was discussed at a meeting held last Wednesday evening in Dental Hall, Thirteenth and Arch streets, and was decided in the affirmative. There was serious talk of attempting nothing more for the future than retaining the organization and calling meetings from time to time in case emergencies when united action was necessary should arise.

There was an attendance of only twenty-six at the meeting. This in view of a membership of about one hundred and seventy, with more than half the members with dues fully paid, was spoken of by President Tuck as disheartening and discouraging to the officers. Of the twenty-six present four did not become members until after a special meeting of the Board of Directors had been held and their applications had been approved. In this way the necessary quorum—twenty-five—was secured, and the general meeting was then called to order. Prior to the adjournment of the directors, however, they voted to return to the Manufacturers' Association $500, and to the Manchester Cigar Mfg. Co. $25, half of contribution made several months ago to the Dealers' Association. The latter is now able to provide funds to pay its general expenses and in the event of extraordinary demands on its treasury will undoubtedly find the manufacturers as ready to aid as they have been in the past.

On motion of J. Harvey McHenry, a standing vote was taken and thereby the Secretary was instructed to send to J. W. Marshall, whose resignation as Secretary was accepted, a letter thanking him for his services in behalf of the Association, and extending the best wishes of the organization for his health and prosperity.

W. L. Morse, who has recently engaged in selling Cremos and Cubanolas to the trade, resigned his membership, as was necessary under the Constitution, in view of his changed occupation.

F. B. Robertson declined a nomination to the position of Secretary. Jas. L. Halfpenny was elected to the position.

When the question of holding monthly meetings arose F. H. Weidman and others argued that the falling off in attendance had been due to the fact that meetings had been held only at irregular intervals, and that if a definite time each month were fixed many more members would arrange their other affairs so as to be present. The fact that only two days' notice of the present meeting had been given was advanced as one cause foa the small attendance. President Tuck stated that the directors had appointed a committee which at the next meeting would report a plan for creating increased interest in the organization, and a vote was passed that a regular meeting be held on the fourth Wednesday of each month at 8 p. m., beginning with November.

A proposal that the number necessary to constitute a quorum be reduced to eleven was made and, under the Constitution, will be acted upon by the Board of Directors. To be successful such a motion must be passed by two-thirds of the members present at a meeting after ten days' notice has been given.

WHY BUSINESS IS DULL.

Retailers are complaining again of poor business. One reason advanced is the withdrawal of open cars from the street lines. Thousands and thousands of men who during the warm weather smoked when riding to and from offices, stores and shops now have no chance to smoke before noon and, when the day's work is at an end, have no chance to smoke until after they have eaten. This cuts down their consumption of cigars from one-third to one-half in many cases. Not only this, but pleasure riding on street cars is at an end for the season and whoever has noticed how the three rear seats of open cars are often filled before the other seats are more than half occupied will realize that trips to Willow Grove, Chestnut Hill and through Fairmount Park, and to other popular places of resort, make business for cigar dealers which disappears when the close and stuffy cars take the places of the airy open ones.

LOOKING FOR THE DOCTOR.

Next to a drug store, a cigar store is naturally the place to which strangers in any vicinity will turn for neighborhood information. This is particularly true of a corner store, and many kinds of questions are answered by salesmen of such stores every day.

Manager M. J. McDonnell, of the Dalton store, at Thirteenth and Arch streets, is particularly accommodating in this respect, but sometimes his bureau of information is unreasonably overworked, as was the case a few days ago when an old lady of neat appearance and gentle manners came into the store and asked him if he could tell her where Dr. Posey's office was. "It is near here," she added, "but I don't seem to be able to find it."

Reaching for his Business Directory and opening it under the head of "Physicians," Mr. McDonnell ran his finger down the list of names until he came to the P's. "There is only one Dr. Posey here," said he, adding, "Is it Dr. William Campbell Posey you want?"

"No," replied the old lady, positively; "I am looking for Dr. David Posey. He is my physician, but I haven't seen him in quite a while, and I want to see him now."

"How long is it since you saw him last?" asked Mr. McDonnell, who began to suspect that "quite a while" to one of the lady's age might mean a considerable number of years.

To that gentleman's surprise, the answer confirmed that suspicion to a far greater extent than he had considered possible:

"Let me see," said the old lady, meditatively. "It was—it was in—; yes, it was in eighteen-sixty."

Good-natured and accommodating as he always is, Mr. McDonnell didn't spend much more time in trying to look up a man who would have been his neighbor if the Arch street Dalton store had been opened forty-three years earlier than it was.

APPEALS FROM FINES.

Judges Sulzberger and Wiltbank have under advisement the cases of J. M. Stoever, Bayuk Brothers, Ventura Blanco and four other dealers in cigars who want to appeal to the Court of Common Pleas from the action of Magistrate South in fining them for doing business on Sunday. At the hearing last Tuesday Clinton Rogers Woodruff appeared for the Commonwealth and the case was adjourned in order to allow him to present authorities.

FINED FOR SUNDAY SELLING.

J. Aussprung, 109 S. Eleventh
P. Atlas, 829 Race
J. Bayuk, 601 Walnut
J. Bayuk, 129 S. Tenth
J. P. Benson, 43 S. Fifteenth
A. Drill, 201 S. Tenth
I. Dietrich, 225 S. Broad
C. Fife, 221 S. Eighth
A. Greenburg, 223 S. Broad
M. Gluckner, 13th and Bainbridge
T. Gordy, 701 S. Broad
J. Hall, 1521 South
H. Konesky, Ninth and Locust
J. Levett, 224 S. Tenth
A. H. Lauer, Eighth and Walnut
M. Madow, 207 Arch
J. Pot, 247 S. Eleventh
W. F. Pfautz, Ninth and Walnut
M. Rosenthal, 827 Chestnut
A. Rattenburg, 242 S. Ninth
E. J. Suehnel, 161 N. Ninth
S. Sultzbach, 118 N. Ninth
D. H. Steele, 608 S. Fifteenth
A. Schwartz, 246 Arch
H. Sobel, 206 S. Tenth

MOSTLY PERSONAL.

Philadelphia business men are accused of being slow, but the most hustling of New Yorkers could learn a lesson in the art of activity by visiting the establishment of Otto Eisenlohr & Brother. There everybody is on the alert, following the example set by the proprietors; and if the Cinco and other Eisenlohr cigars are as good as the management of the establishment there need be no wonder over their popularity.

Thirteen is an unlucky number, but there was nothing but good luck for the guests of Mr. and Mrs. Ferdinand Loeb when that couple celebrated the thirteenth anniversary of their marriage last Friday evening at their home, Forty-sixth street and Chester avenue. Mr. Loeb has moved his office from 50 North Third street to 238 Arch street.

Judge South, the only magistrate n the city who entertains charges against men who sell cigars on Sunday, turned $3,098.45 into the city treasury in the three months ending September 30. No other magistrate turned in as much as $700 and one contributed less than $80 towards the total, $15,076.02.

Assigned for a hearing in the United

States Circuit Court today, Wednesday, at 10 a. m. is the case of Sigmund Rothschild et al vs. John A. Brown, Administrator of the Estate of Walter Wilson & Co., in which about $5,000 is involved.

A. V. Gowan, formerly with E. A. Calves & Co., in the leaf tobacco business on North Third street, has opened a very neatly equipped store at Thirty-seventh and Spring Garden streets and, later, may engage in manufacturing.

Instead of appealing the case of Albert Hoover, convicted of having engaged in worldly employment—by collecting evidence against cigar dealers on Sunday—the officials of the Sabbath Association have paid the fine $6.50.

Godfrey S. Mahn has leased one of the stores on the site of the old Mint and will, after putting in elaborate fitttngs, open it early in November.

A. L. Wilson, of The A. L. Wilson Co., Quincy, Fla., was in Philadelphia this week showing 1903 Florida and sold several lots.

Max Hertzog, with P. Dennerlein & Sons, New York, is showing fine samples of 1902 Connecticut in Philadelphia.

Secretary Sig. C. Mayer, of Morris D. Neumann & Co. is on a trip in the South.

DAMAGE BY WHITE ROT.

Janesville, Wis., Oct. 19.—Damage to the extent of thousands of dollars has been done to packed leaf tobacco in this section this fall by white rot. Never in the history of leaf tobacco in Wisconsin has this rot appeared in such large quantities. Many of the dealers in Rock County have been busy of late in unpacking their tobacco and shaking and brushing each and every leaf that is damaged.

Warehouse Company Meet.

At the annual meeting of the stockholders of the Cincinnati Tobacco Warehouse Company, President D. H. Gayle presiding, the report of Secretary F. H. Albers showed the following business of the company for the last year: Offerings, 43,078 hogsheads; receipts, 34,823 hogsheads; sales, 35,338 hogsheads. The following were elected to the Board of Directors for the coming year: Bradford Shinkle, Charles E. Tabb, W. H. Whiteman, Bart Schmidt, H. Feltman, Sr., T. S. Hamilton, J. M. Hutton and D. H. Gayle.

HIGH SALARIES ARE CUT

And Many Warehouse Employes in Danger of Losing Their Jobs.

Many changes' are to take place in the management of the houses of the Louisville Tobacco Warehouse Company soon, according to reports on the breaks. It is stated that four or five of the smaller houses are to be closed, perhaps permanently, and that all the business this fall and winter is to be done through the houses that remain open.

Among those that are mentioned as likely to close are the Buckner, Growers' and Brown houses.

The closing of the Brown house is still in doubt, and William O. Head, who has been managing the People's House, may be transferred to the Brown, and his own house closed.

L. M. Rice, of the Rice and Turner House, will be placed in charge of the Falls City House, and J. S. Turner, his partner, has gone to the country to remain, according to reports. The Rice & Turner House is said to be one of the warehouses that will be closed.

The closing of the houses is said to be a further carrying out of the retrenchment plans of the warehouse combine, which started several months ago, when several managers and all of the employes earning over $75 a month were obliged to submit to a sliding scale cut in wages. About fifty men lost their positions at that time. Officials of the Warehouse Company last night refused to make any statement as to the reports of the closing of the houses.—Louisville, Ky., Commercial.

ADVERTISING UNION LABEL.

The seventeenth annual session of the New England conference of cigarmakers was held in Bridgeport, Conn., last week. There were 27 delegates present, representing Springfield, Hartford, Haverhill, Boston, Lowell, Lawrence, Worcester, North Adams, Portland, Me., and Suffield. George H. Wrenn, of Springfield, presided and Daniel F. Clohecy, of Haverhill, was secretary. President Wrenn's report showed that the association spent $17,000 in advertising the union label in addition to sums given by the International Cigarmakers' Union.

Big Theft of Cigars.

Last week thieves broke into the cigar factory of J. K. Crawford, in Afton, N. Y., and stole 27,000 cigars, unstamped, and about 300 bearing the internal revenue stamp. The cigars taken are of the following brands: "Extra Havana," "Uncle Dudley" and "Plantations." The boxes bear the imprint, "Factory No. 1532, 21st District, N. Y."

E. A. KRAUSSMAN
Importer of HAVANA TOBACCO
170 Water Street, NEW YORK

LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.

The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced Cigars
Red Lion, Pa.
Remember—the MELODIOSO is Our Leader.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

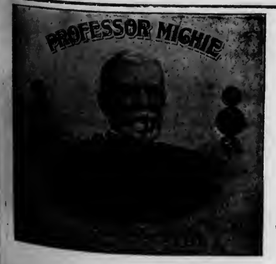
E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in Leaf Tobacco
Lancaster, Pa.

J. W. BRENNEMANN,
Packer of and Dealer in
Leaf Tobacco
MAIN OFFICE,
Millersville, Pa.
United 'Phone : { No. 931 A, Millersville. No. 1803, Lancaster.
Lancaster Office, 110-112 W. WALNUT STREET



La Union Cigar Co.
HANOVER, PA.
Manufacturers of
High Grade Union Made Cigars
Our Special Brands: { ALEX. WILSON, PROFESSOR MICHIE, UNION CHIMES, MINERS' VICTORY, LA UNION CROOKS

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER. PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five - Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON, Factory Representative for Penna. 1153 Ridge Avenue, Phila.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Mt. Carmel Cigar Manufact'g Co.
Manufacturers of Fine Havana and Domestic Cigars
Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

Trade-Mark Register.

D. W. F. LOMBARD. 14,246
For cigars. Registered October 14, 1903, at 9 a m, by D. W. Fry, Spring Forge, Pa.

MUSKATAL. 14,247
For chewing and smoking tobacco. Registered October 15, 1903, at 9 a m, by the Pennsylvania Tobacco Works, Inc., Philadelphia, Pa.

MICHIGAN CHIEF. 14,248
For cigars. Registered October 16, 1903, at 9 a m, by Hauenstein & Co., Lincoln, Pa.

REJECTIONS.

General Stone, Minne Haha, Charot, Cyclone, Flor de Palm.

TRANSFERS

"Royal Butts" and "Honest Butts," registered for chewing and smoking tobacco, by J. Young, Philadelphia, Pa., Aug. 24, 1903, was transferred to the Penna. Tobacco Works, Inc., Philadelphia, Oct. 19, 1903.

"Keystone Butts" and "Old Fine Butts," registered for chewing and smoking tobacco, by J. Young, Philadelphia, Pa., Aug. 21, 1903, was transferred to the Penna. Tobacco Works, Inc., Philadelphia, Pa., Oct. 19, 1903.

"Su Lu," registered for chewing and smoking tobacco, by J. Young, Philadelphia, Pa., September 2, 1903, was transferred to the Penna. Tobacco Works, Inc., Philadelphia, Pa., October 19, 1903.

"Abhau," registered for chewing and smoking tobacco, by J. Young, Philadelphia, Pa., Sept. 5, 1903, was transferred to the Penna. Tobacco Works, Inc., Philadelphia, Pa., October 19, 1903.

"Penna. Butts," "Wellmet," "Just Butts," "El Mundo," "Scabosa," "Morning Pride," "Celosia," "Sweet Sap," "Keswick," "Summer Rose," "Sweet Prize," "Happy Prize," "Prizer" and "Reading Long Cut," registered for chewing and smoking tobacco, by J. Young, Philadelphia, Pa., September 15, 1903, was transferred to the Penna. Tobacco Works, Inc., Philadelphia, Oct. 19, 1903.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Tuxadora, Belvidere Hotel, Leading Cigarette, Vinolidad, The Texas Stockman, Hyams Best, Pallas, La Flor de Ogre, The Egyptian Girl, Phillip's Bouquet, Ismar, Egyptian Seeress, La Tampoza, Senora de Tampa, Planata de Tampa, Trialmore, Ninnora, Tashmoo Park, Strutter, Cock-a-Doodle, La Flor de Amaral, Apostle of Peace, Eucinal, Polska Bandera, La Nazione Italiana, Dolly Foster, Las Olas, Roman Empire, Lord Percy, Don Rodriguez, Don Querbrado, Don Capote, Calumet Club, Esguinco, Marshall Turene, Murad Bey, Felix Pereda, Julio Perez, Antonio Vera, Nicolas Castro, Carlos Romero, Manuel Rivera, Emilio Lopez, Lucas Pineday, Alberta Alfonso, Ramon Alonzo, Victor Pedina, Admiral Sumarez, Initiator, Remoh, Lakewood, Dartford, Fernwick, Winsome Winnie, Letty, La Flor de la Fontaine, John J. Abert, National Belle, The Seventy-five Dollar Cigar, The Two Hundred Dollar Cigar, West Baden Springs, French Lick Springs, Baden-Lick, Happy Phil, Martin Rauscher, Daily Dope, Duke of Flanders, Y. B. M (Your Money Back.)

Lancaster Enterprise.

Menno M. Fry Makes an Important Business Change.

Lancaster, Oct. 19, 1903.

There was a decided falling off in the sales of the local leaf dealers the past week, the main reason being that the 1902 crop has been practically sold and there is small demand for the 1901 tobacco. The dealers have large packings of the latter on hand, which they are anxious to sell if they can do so without losing on their holdings. There is no doubt about the trade being well pleased with the 1902 tobacco, and, although it was purchased at stiffer prices than usual, the packers are making some money. The total sales reported for the week were 1632 cases, against 945 cases for the corresponding week of last year.

The past week has been favorable for the curing of the new crop, but the dealers are shy about buying, and sales so far are few. The crop has a good many of the ear marks of the 1901 crop. The chances are that if anybody starts in to buy right lively there will be a rush to buy, as the dealers are watching one another closely.

The cigar industry is booming, the local manufacturers reporting enough orders ahead to keep the factories in operation with full forces the balance of the year.

Menno M. Fry, one of Lancaster's largest leaf dealers, has just formed a partnership with S. M. Root and P. W. Baker, of Landisville, and Charles E. Long and Herbert C. Taylor, of Lancaster, the last two having been trained in Mr. Fry's home office. The new partnership has secured a two-story brick warehouse in Landisville, 102 by 40 feet, and has broken ground for a second two-story and basement brick warehouse, 146 by 46 feet, and large enough for storing considerably over 5000 cases of tobacco. The firm will retain an office in Lancaster. The new firm will be called M. M. Fry & Co. Mr. Fry will soon leave on an extended trip to Cuba.

C. E. Huber & Bro. form one of the hustling cigar manufacturing firms of Lancaster. They report that they are running full time and full handed, with lots of orders ahead. They are pushing their fine Bud cigar, a five-center.

I. C. Kauffman, a well-known local leaf broker, fell down an elevator opening at R. K. Schnader & Son's tobacco warehouse a few days ago and was badly hurt.

The following were recent visitors in Lancaster: J. Kosminsky, of the Chicago leaf trade; John Dale, representing Otto Malchan & Co., New York; Brother Spingarn, of E. Spingarn & Bro., New York; Herman Meyer, of F. Moran & Co., New York leaf dealers; Brother Altchue, representing the New York leaf dealers; A. Cohn & Co., Jesse Falck, of G. Falck & Bro., New York leaf dealers.

S. S. Brown, of Lincoln, a well-known cigar manufacturer, died last week.

Gloom in Kentucky.

Over 100,000 Hogsheads of Owensboro Tobacco in England and Unsold.

Owensboro, Ky., Oct. 16, 1903.

"The life of the independent tobacco buyers in this city is fast drawing to a close," said a prominent tobacco buyer the other day. "When there are over one hundred thousand hogsheads of tobacco unsold in the warehouses of London and Liverpool owned by the independent tobacco men of Owensboro, it means something."

One of the paramount questions in business circles over the State is that relating to the future of the tobacco industry. It is the all-absorbing topic of the Owensboro tobacco men and the farmers of the Green River country. The tobacco situation is such as it has never before been in Daviess county. The indications are that there will be only one independent buyer in the market this season—the Gallaher Limited.

The American and Continental companies in the past few years have affected the independent buyers to a great extext and have forced several of them out of business. With the arrival of the Imperial Tobacco Company in the local market this year the situation will be more strained than ever. The present prospects are that the buying will be done only by the American, Continental and Imperial companies and the Gallaher Limited. The last-named is the only company able to compete against the other strong companies, which are more commonly known as "the trust."

A well-known tobacco buyer who has just returned from London and Liverpool, where he has been looking into the tobacco situation, says tobacco buyers on this side have good cause to be alarmed over present conditions. The tobacco trust is buying just as little tobacco in the London and Liverpool warehouses as possible. The independent buyers in England are in the same predicament as the local buyers.

There are hundreds of hogsheads of local tobacco in the London and Liverpool warehouses which have been there for the past four years. One of the local firms has had nine hundred hogsheads there for several years. The tobacco in the English warehouses is handled on the same order as whiskey is in the American warehouses. The tax on tobacco is very high, to say nothing of the interest on the money which the local buyers have borrowed on it.

"If something is not done soon we will have to set a match to our tobacco in the English warehouses and burn it up," said a buyer who has a large quantity on the other side of the water.

The middle man in the tobacco business is being entirely shut out and it is thought by next year the farmers of the Green river section will be selling direct to the American, the Continental and the Imperial Companies. The day of the owners of the stemmeries buying from the farmer and then selling to the large manufactories is fast waning.

The local situation is indeed uncertain. Many of the independent buyers will doubtlessretire from the tobacco business. Others are waiting for offers from the American, Continental or Imperial Companies to put up tobacco for them this year. On this account the former independent buyers are loth to express themselves on the subject.

—Seven dealers of Springfield, O., who were placed on the tax duplicate for collection of the penalty on selling cigarettes, have filed suit to enjoin the county treasurer from collecting the money.

TO OUR CUSTOMERS
Our factory was completely destroyed by fire on Oct. 3d; but have for the present time fitted up temporary quarters and are again in a position to supply the trade with anything in the line of
Cigar Manufacturers' Supplies
Will be able again to furnish the Best Cigar Mold in a very short time.
PLEASE REMEMBER:
Our Goods are Right; Our Prices are Right; We Treat You Right.
Awaiting your further commands, which we promise shall have our prompt attention, we beg to remain Faithfully yours,
THE STERNBERG MANUFACTURING CO., Davenport, Ia., U. S. A.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. JOHN E. OLP, Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of Nashville, Pa.
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

A sure cure for Dry Cigars and Tobacco.

A cure for foul, slimy, Sponge, Cotton and Felt.
The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should spit and inhale.
Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock. No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities. No. 2 for tobacco pails. No. 4, Pans 16x12x2½ to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 4x7x1½ for each wall case shelf; 8x12x2½ for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.
O. R. RICE & CO., 106 East 14th Street, NEW YORK.

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more—but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

Help Scarce in York.

Manufacturers Unsuccessful in Seeking Cigarmakers They Need.

York, Pa., Oct. 19, 1903.

It seems highly improbable that a manufacturer would turn down orders for cigars received from first-class houses, but the great demand for cigars leaves all manufacturers here imploring for help through advertisements and otherwise to cope with the extreme demands. Recently a large manufacturer on opening his mail expressed in no Sunday School language as successive letters, containing orders which he was positively unable to fill, were opened. There is no doubt that goods made in the Ninth district and York County are becoming recognized as commodities of no mean worth.

Local tobacco dealers are profiting by the activity among the manufacturers, and report good business. Gillen & Granot find their large warehouse on Clark avenue inadequate for storage and display demands, and are considering other quarters for storage purposes in connection with their present place of business.

Tobacco buyers who have been looking over growing crops announce that the present crop will be considerably less than that of last year. This is owing to the remarkable weather and destructive storms during the summer.

A unique method to secure cigars has been adopted by E. P. Gillespie, a local cigar manufacturer and jobber, by an offer to furnish tobacco to anyone wishing to start manufacturing cigars, and take in exchange the entire output at prevailing prices.

Another cigar factory has been started in Thomasville. L. M. Gladfelter, formerly employed in Edw. Neiman's factory, in the same town, has gone into the business, and reports that he has plenty of orders to keep his factory busy.

Harry Blasser, salesman for J. H. Stiles, became seriously ill while in Pittsburg and was kindly accompanied home by Harry Bashar, a leaf salesman from Wheeling, W. Va.

The Colonial Cigar Company is considering establishing another factory in this city.

Recent visitors to the trade were J. Eckerson, of F. Eckerson & Co., Philadelphia, Pa.; H. Bibby, with J. Cohn & Co., New York, N. Y.; Harry Bashar, of Bashar Leaf Tobacco House, Wheeling, W. Va.; J. Steindler, of Steindler Bros., New York, N. Y.; G. W. Newman, of Young & Newman, Philadelphia, Pa.; G. M. Wood, of Armstrong & Wood, Elmira, N. Y.; S. M. Newberg, from Cincinnati, O.

New Counterfeit $10 Note.

The secret service announces the discovery of a new counterfeit $10 United States note. The note is of the series of 1901, Lyons, Register; Roberts, Treasurer, with portraits of Lewis and Clark. It is a well executed lithographic production, printed on a good quality of bond paper, without any attempt to imitate silk fibre. The color of the seal, numbering and large X with superimposed "ten" on the face of the note is pink instead of carmine.

PARSONS MAY SMOKE.

Result of a Discussion in a Methodist Conference.

The Methodist brethren over at Murfreesboro stood solidly by tobacco smokers and chewers, says the News of Chattanooga. A committee to which the matter was referred recommended that "the use of tobacco in any form be condemned as an evil habit." No sooner had the secretary concluded the reading of the report that John A. McFerrin moved that all that part of the report condemning the tobacco habit be stricken out. He stated that he did not use tobacco now, but had used it, and that he did not consider its use a sin, and that part of the committee's report was the rankest sort of fanaticisim and he was heartily opposed to the Methodist Church encouraging fanaticism in any form.

Dr. W. F. Tillett replied to Mr. McFerrin and argued that the tobacco habit was a great evil and it was the duty of the conference to discourage its use in any form. He stated that he tried to persuade the young men of Vanderbilt to let the noxious weed alone, but his work in this direction was frequently hampered and he was subject to embarrassment by the youths who told him that many of the leading lights and venerable prophets of the church, including some of the bishops, were addicted to the tobacco habit.

Revs. L. R. Amis and T. A. Kerley opposed the adoption of the tobacco clause and Dr. Gilby C. Kelly made a strong argument against this part of the report. He stated that no one insisted that the use of tobacco was a sin, and that the question of a man's using tobacco was one that addressed itself to the conscience of each individual and it would be highly improper for the conference to attempt to make itself the conscience of the entire church. It was also argued that to begin a war on tobacco in the midst of the temperance fight would unnecessarily burden and weaken that cause, which, being an acknowledged sin, should claim the first attention of the church.

The recommendation of the committee was finally killed, and the preachers who enjoy a good cigar, or tobacco in any other form, are at liberty to smoke and spit to their hearts' content. The conference also voted down a resolution forbidding the use of Peruna.

G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000

Cigars

Factories: *YORK and YOE, PA.*

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.

J. K. PFALTZGRAFF & CO.

Manufacturers of High-Grade Nickel SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands: "KENTUCKY CARDINAL," "1303," "CHIEF BARON," "EL PASO."

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

Specialties:—*The* Bear Brand—*The* Cub Brand—*The* Essie Brand.

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

B. F. ABEL,

HELLAM, PA.

Manufacturer of Fine Seed & Havana

Cigars

Joe F. Willard is Our Popular Leader.

W. H. RAAB & SONS,

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871.

CAPACITY 75,000 PER DAY.

DALLASTOWN, PA.

LA UNION CIGAR CO.

Hanover, Pa.

Manufacturers of High Grade Union Made

Cigars

SPECIAL BRANDS: ALEX WILSON—ten sizes; MINERS' VICTORY, PRIMO, LITTLE PEDRO, and LA UNION CROOKS.

I. E. STUMP & CO.

WHOLESALE MANUFACTURERS OF

HIGH GRADE MEDIUM PRICED Cigars

Red Lion, Pa.

Remember that the MELODIOSO is Our Leader.

H. G. HOELTZEL

Manufacturer of

RELIABLE UNION MADE

Cigars

LANCASTER, PA.

LEADING BRANDS:

Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST PHILADELPHIA

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We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

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Embossed Flaps, Labels, Notices, etc.

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Packers and Dealers in Leaf Tobacco

105 S. George St., YORK, PA.

Walter B. Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of Leaf Tobacco

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

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FINE SUMATRAS a specialty. YORK, PA.

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Packers of Leaf Tobacco

James and Prince Streets,

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STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. ☞Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

A. J. HINSEY,

Manufacturer of

Fine Havana and Domestic CIGARS

For Wholesale and Jobbing Trade Only. Correspondence solicited. Akron, Pa.

E. B. STONER,

Packer of and Dealer in

PENNA. LEAF TOBACCO

Hellam, Pa.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

We wish at this time to call the attention of the tobacco growers of the Connecticut valley at least to the importance of co-operation in the handling of their crops of 1903 tobacco. It is generally conceded that you have an unusually good crop this fall, and we do not wish to see you fritter it away. The best thing for you to do is to co-operate with each other in its preparation and sale. If you do not care to enter the New England corporation, then at least form a neighborhood corporation. Go around in a body and view one another's crops; examine carefully, compare, if possible, with that grown by yourself; if possible try and fix a standard price, and when you sell come as close to the standard as possible, but do not be in such a hurry to sell good stock as to knock the standard over and by the bad example set prevent co-operation in the future. Visit the different growers often and keep in touch with one another, for "in union there is strength," but in a divided neighborhood the buyer slips in between, and the growers are left to mourn and exclaim when too late: "I wish I had waited a little longer." How many times we have heard the expression! Take the matter up thoroughly, remembering that what is good for one is good for the whole. I see by the papers that some sections of the valley are anxious to co-operate their whole towns or perhaps with the whole valley.

Our correspondents write:

South Deerfield, Mass.: "Many growers have taken down and stripped a part of their crop and find it better than expected. No damage of any description. The colors are light and leaf fine. The proportion of light wrappers will be double last year's yield. The lower leaves of the plant have more body, and will be less liable to damage in sweating. Our crop of five acres sold at 16 cents in bundle. Several crops in Sunderland sold at from 15 to 20 cents in bundle. It is reported that buying will be active as soon as the crop is stripped. Old crops are nearly all bought up. A. C. Boyden has about 50 cases, W. W. Sanderson 125 cases; a few crops remain in adjoining towns. Help is engaged for sorting and shops will open earlier than usual."

East Deerfield, Mass.: "A bad week, but most crops are past the damage of stem rot; some crops are nearly cured, showing lighter than usual. Buyers seem

Phones: { Keystone, 65-64A Main Bell, 62-39A

M. Kaufman & Co.

Manufacturers of Union Made

Turkish Cigarettes

504 S. Fifth St., Phila.

Special Brands:

MUNJURA, MATCHAKA, MIENAS.

KLEINBERG'S

Chico CIGARS

AGAIN ON THE MARKET.

A Better Cigar than ever, and Selling Faster than ever before.

M. KLEINBERG,

Manufacturer,

219 N. Second Street, Philadelphia.

Manhattan Briar Pipe Co

Manufacturers of

Briar and Meerschaum Pipes

Importers of

SMOKERS' ARTICLES

Salesroom, 10 East 18th St. NEW YORK.

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Dallastown, Pa.

Manufacturer of

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Established 1890.

Capacity, Twenty Thousand per Day.

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Manufacturer of High Grade

EGYPTIAN CIGARETTES

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Traveler-Cork Tips. Planet-Gold Tips
Planet-Plain Tips. Planet-Cork Tips

PATENTS

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DETROIT AND BUFFALO STEAMBOAT CO

QUEENS OF THE LAKES

Steamers Eastern States and Western States

$3 SAVED TO ANY POINT WEST

Lv. BUFFALO daily 5.30 P. M., ar. DETROIT 7.30 A. M., connecting with all trains West and D. & C. for Michigan resorts. Lv. DETROIT daily 5.00 P. M., ar. BUFFALO 7.30 A. M. Fare, $2.50 one way, round trip $4.00. Berths $1.00 and $1.50, rooms $8.00, parlor $6.00 each way. Week End Excursions DETROIT and Return, $5.50. Send 2c. for illustrated pamphlet. Address A. A. SCHANTZ, G. P. T. M., Detroit, Mich.

quiet; no sales yet that I know of. No one appears to want to sell on the poles. Some pieces were harvested too green and show a little gloss."

Conway, Mass.: "I have to report three lots of tobacco for export, J. M. Stearns & Son, A. J. Patterson, H. T. Newhall to Kutinsky, Adler & Co., New York. A little of this year's is being taken down, and we find it very light and of better quality than we had thought it would be after such a cold season. No buyers for the new crop have been seen yet."

Northampton: "There is not much stir in tobacco. There are several old crops held. The new is of good quality."

Suffield, Ct.: "The present crop is curing very fast; considerable stripping is being done. Buyers are in the field this week and some sales are reported. Samuel Orr, Silas L. Wood, J. E. Hastings, John Noble sold at 18, 20, and 22 cents in bundle. One crop, hail cut, sold at 3 cents in bundle or 4 cents tied up in hands."

Southwick, Mass.: "F. M. Arnold, Nelson Stevens, Charles Gillette have sold to Herbert Miller, A. R. Webb to E. Haladay of Suffield, C. A. Griffin and L. S. Weatherbee to John Decker of Westfield.—American Cultivator.

BALDWINSVILLE, N. Y.

There is still a demand in the local market for the 1902 crop, although few sales are reported. E. W. Tucker is reported as having sold his crop of 20cs to Henry Mencken, representing Aug. Mencken & Bros., of Baltimore, Md., for 8½c. Mr. Mencken was here on Monday and Tuesday, and is reported as having bought several other crops. S. Auerbach & Co., of New York, are still in the field, and their warehouses where their purchases are being handled present a busy appearance for this season of the year. They have about 70 men and women employed in the Frazee and Dunham warehouses. A well-known local buyer, who is unusually conservative in his figures, estimates that there is still remaining in the growers' hands about 1,500cs of 1902.

The weather has been favorable for the curing of the new crop, and there is a bright outlook for good prices for this crop.—Gazette.

EDGERTON, WIS.

Matters are practically at a standstill regarding the movement of the new tobacco crop, no riding of any account being done in any of the growing sections. The impression is gaining that buying will not be resumed to any extent until the crop is cured and can be examined in the bundle. The weather conditions continue as favorable for the curing as could be hoped for, and the crop seems destined to come through with lighter colors than usual.

Sampling of the '02 crop is drawing to a close, and while the samples are ready for inspection, no large sales of cured leaf have been reported. There are rumors afloat of some good sized transactions, but our information is that the trades are not yet completed. F. S. Baines reports the sale of a 130cs lot of 1901 goods to an Eastern manufacturer.

Shipments, 450 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Market is still very quiet with no sales reported, but quite free sampling is being made for Fall trade as inquiries are coming in for prices, quality, etc.

QUOTATIONS

Lugs—Common to Good, 4½ to 5c.
Leaf—Short: Common, 5 to 5½c; Medium, 5½ to 6c; Good, 6 to 6½c.
Leaf — 22 to 26 in.: Common, 6 to 6½c; Med., 6½ to 7c; Good, 7 to 8½c.

Nothing done in new crop as yet; no handling season—weather too cool and windy. Buyers can now get nice lines of Leaf at lowest prices of the season, by placing orders in lots.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 3 hhds.; offerings on the breaks 10 hhds.; public and private sales, 44 hhds.

The sales were almost entirely of Low Common and Low Medium Leaf, for which the market was quiet and unchanged.

A few remnants of the new crop still remain in the field; nearly all the crop in the barns is now cured. Half the crop is leaf of good to large size, of substance and good color; the remainder runs from Medium to Common, and is drought-marked. The stemmeries will remain closed another year; Italy will want the sizeable leaf.

QUOTATIONS:

Low Lugs	$3 50	to	$4 00
Common Lugs	4 00	to	4 50
Medium Lugs	4.50	to	5.00
Good Lugs	5 25	to	5 75
Low Leaf	4.75	to	5.25
Common Leaf	5.50	to	6.25
Medium Leaf	6.50	to	7.50
Good Leaf	7.50	to	8 50

PATENTS RELATING to TOBACCO, Etc.

741,466 Apparatus for boxing matches, Joseph C. Donnelly, Philadelphia, Pa.

741,467 Apparatus for boxing matches, Joseph C. Donnelly, Philadelphia, Pa.

741,025 Wax match, Andrew J. Fredrickson, Smalands, Taberg, Sweden.

741,242 Cigarette Machine, Alphonse Greilsammer, Paris, France.

741,163 Tobacco Lath, Israel C. Putnam, East Hartford, Conn.

741,208 Machine for filling cigarette-cartridges with tobacco, Jacob Wojdiechowski, Warsaw, Russia.

741,429 Lathe for cutting and turning corncob pipe-sections, John Yerkes, St. Louis, Mo.

Smoke

FAUGH-A-BALLAGH

5c CIGAR

WRITE

GRANEY

Commercial Cigar Co.

476 North High Street, COLUMBUS, OHIO.

Denver Union Cigar Factory

MANUFACTURERS OF

STRICTLY UNION-MADE

CIGARS

Correspondence with the Wholesale and Jobbing Trade Invited. Denver, Pa.

Barnesville Cigar Co.

W. H. BARLOW, Proprietor, *Barnesville, Ohio,*

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited. Write for Samples.

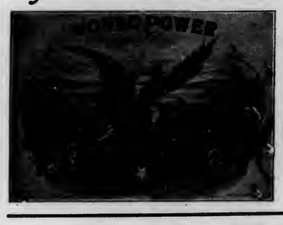
T. L. ADAIR, *Established 1895*

WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

J. E. SHERTS & CO.



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High-Grade Seed and Havana CIGARS

Lancaster, Pa.

E. E. Weaver

Manufacturer of Fine Cigars

TERRE HILL, PA.

Orders from the Jobbing Trade Solicited. Shipping Station, East Earl.

THE CIGAR JUDGE
Announces
His Decision
He gives the Blue Ribbon for the Best Smoke at the price to
3--I--C
Specials
You want to know for your business' sake about this good seller and satisfaction giver, Mr. Jobber. Write to-day for terms and samples. Sold to Jobbers only.
PHARES W. FRY
Lancaster, Pa.

A Winning Proposition
That is what you will find in the
HES-RA
The Latest and Best
Egyptian Cigarettes
on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.
M. G. Hollis & Co.
Manufacturers,
READING, PA.

G. M. Wechter, *Established 1883*
Manufacturer of
Cigar Boxes
GOLD LEAF PRINTING a Specialty
Akron, Pa.

F. W. Dohrmann. [Estab'd 1873] Theo. S. Dohrmann.
F. W. Dohrmann & Son,
Packers of Cigar Tobacco
Packing Houses: Covington, O. Gettysburg, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.
Redryers of Burley Tobacco
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.
Samples forwarded on application.
Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

Business Changes, Fires, Etc.

Illinois.

Chicago.—F. W. Daiger, cigars, etc., out of business. —Murlas & Thompson, cigars, dissolved. Succeeded by John Thompson.

Indiana.

Frankfort.—Jas. Erick, cigar manufacturer, real estate mortgage, $200.

Huntingdon.—J. S. Eby, cigars, etc., sold out.

Indianapolis —Geo. W. Kutz, retail cigars, canceled chattel mortgage, $167.

Iowa.

Augusta.—F. S. Gross, cigars, dead. Succeeded by J. H. Edgar.

Maine.

Kennebunk.—C. E. Sawyer, cigars, etc., real estate mortgage, $1.

Michigan.

Detroit.—E. F. Wettlaufer, judgment, $421.

Minnesota.

Jackson.—Lindsey & Anderson, cigar manufacturers, real estate mtge., $3,000.

Missouri.

St. Louis.—Christian Stein, cigar manufacturer, dead.

New Hampshire.

Laconia.—Geo. Picard, cigars, etc., real estate mortgage, $2,500.

New Mexico.

Las Vegas.—F. A. Pope, cigars, bill of sale, $1,500.

Ohio.

Toledo.—C. F. Cooper, cigar manufacturer, canceled real estate mtge., $600.

regon.

Astoria.—Perry Trullinger, wholesale and retail cigars and tobacco, real estate mortgage, $750.

Baker City.—H. C. Shepherd, cigars, etc., real estate mortgage, $1,000.

Pennsylvania.

Lebanon.—J. H. Reinoehl, cigars and tobacco, succeeded by Foster & Hoover.

Philadelphia.—Julius Fox, retail cigars, judgment and execution, $1,135.

St. Marys.—Matt Schieler, cigars, tobacco, etc., succeeded by Mrs. Edward S. Johnson.

Wilkesbarre.—E. C. Oberhaltzer, cigar manufacturer, petition in bankruptcy.

Texas.

Dallas — S. R. Benet, cigars and tobacco, sold out.

Utah.

Mercur.—Pickle & James, cigars, etc., dissolved.

Virginia.

Danville.—Averett Tobacco Co. (not inc.) leaf tobacco, dissolved.

Washington.

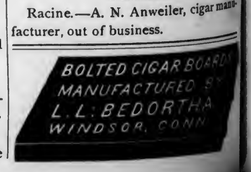
Seattle.—A. J. Landstrom, cigars, etc., real estate mortgage, $6,000.

Spokane.—L. W. Stocker & Co., L. W. Stocker, individually, wholesale cigars, deed, $1,500.

Starbuck.—Zizna Hitchrock, wholesale cigars, deed, $300.

Wisconsin.

Racine.—A. N. Anweiler, cigar manufacturer, out of business.



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NEW BRANDS Constantly ADDED≈

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CIGAR LABELS
American Lithographic Co.
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CHICAGO. CINCINNATI.

Special Designs — Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty
CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
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What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
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CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

INLAND CITY CIGAR BOX CO.
Manufacturers of
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Best Workmanship — The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
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Cor. Howard & Boundary Avenues
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COUNTRY SAMPLING Promptly Attended to.
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F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
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M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A. Use Arnold's 6c 5 Tobacco Cipher.
Hopkinsville, Ky.

Cigar and Tobacco Factories
are Earning Fat Dividends when Located in Seaboard Territory.
The Seaboard traverses from end to end the tobacco belt of the South, and a location can be given you from which within a radius of one hundred miles you can draw every grade of tobacco, including the finest Shade Grown Sumatra.
If you want to come South for any reason ask for our literature; if you want to locate a factory ask for our special proposition to manufacturers.
J. W. WHITE,
General Industrial Agent, Portsmouth, Va.
SEABOARD AIR LINE RAILWAY.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

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CIGAR BOXES

PRINTERS OF ARTISTIC

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SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.

Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

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HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,

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We Employ No Salesmen

All our business is transacted Direct with the Wholesale Houses Please place yourself in correspondence with us.

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Recommended for Their Exquisite Aroma and Excellent Workmanship.

JACOB G. SHIRK,

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Plug and Smoking Tobaccos

PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.

Manufacturer of Lancaster Long Cut Tobacco

Our Leading Chewing and Smoking Brands:

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KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT

Manufacturer of High-Grade Turkish & Egyptian Cigarettes.

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Settlements Made on Day of Sale

JAMES PRANGLEY, Jr.,

First Class Stock Companies Only. **Fire Insurance** Insurance on Tobacco & Cigars a Specialty.

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METAL EMBOSSED LABELS · METAL PRINTED LABELS · LITHOGRAPHING · EMBOSSING · ENGRAVING · SPECIAL DESIGNS

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CIGAR LABELS

No. 238 ARCH ST PHILA.

TELEPHONE 1561

Glycosine BEATS ALL

550 Times Sweeter than Sugar

Guaranteed Most Powerful, Agreeable, Cheapest & Best.

Write for Samples and Particulars.

Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.

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FRIES BROS.

Manufacturing Chemists,

92 Reade Street, NEW YORK.

FOR SALE BY ALL DEALERS

THE AMERICAN TOBACCO CO. NEW YORK.

PARMENTER WAX-LINED COUPON CIGAR POCKETS

Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.

Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.

RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U. S. A.

M. H. Clark & Bro Cable Address, "CLARK."

Leaf Tobacco Brokers,

HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

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Wholesale Manufacturer of

High Grade Seed and Havana

Cigars

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.

Correspondence with the Wholesale and Jobbing Trade only invited.

HAVE YOU SEEN OR SMOKED

Mexican Special Stogies?

Made of Fine Cigar Stock—Packed in 50's—Cedar Boxes

ORIGINAL WHEELING STOGIE CIGAR WORKS

A. J. Seamon,

Maker, Moundsville, W. Va.

Jobbers, Write for Samples.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

EISENLOHR'S Cinco Philadelphia CIGARS

GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
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PHILADELPHIA SMOKE VENTERLEIN BROS. SABOROSO PHILADELPHIA CIGARS BOSTON

THOS. R. DECKER
YORK, PENNA.
MANUFACTURER OF
Sweet Damsel, D. & S.
High Grade Medium Priced
Cigars
For the Wholesale and Jobbing Trade.
Correspondence invited.

Factories:
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TAMPA, FLA.
HEYMANN & CO.
Cigar Manufacturers,
214 South Fifth St.
Philadelphia.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
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Pent's
TAHOMA
FIVE CENT
PENT BROTHERS, Manufacturers, PHILADELPHIA.
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Wholesale Manufacturer of
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The Best Possible Goods for the Least Possible Money

E. F. BERKEMEYER. GEO. S. TRUMP.
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Manufacturers and Dealers in FINE HAVANA and SEED CIGARS
SPECIAL BRANDS to Order. Allentown, Pa. Correspondence Solicited.
Makers of Red Seal, Uncle John, 5c. Standard and Fair Lillian.

A. D. KILLHEFFER MILLERSVILLE, PA.

Goods Sold Direct to JOBBERS and DEALERS.

Maker of
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All Fine Work

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Warranted Havana Filler, Sumatra Wrapper and No Flavoring Used.

Communicate with the Factory.
We Can Save You Money.

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THE HEADQUARTERS
FOR
Choice
Florida Sumatra
1902 Crop
A. COHN & CO.
142 Water Street, NEW YORK.

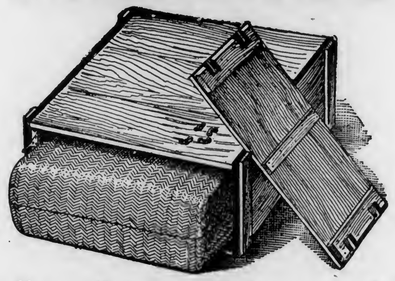
M. F. SCHNEIDER

IMPORTER

of

Sumatra and Havana

TOBACCOS



We import all our Sumatra Tobacco, each bale packed in a box, as shown in the illustration.

No Breakage
No Chafing
No Damage by Hooks

M. F. SCHNEIDER

No. 2 Burling Slip,

NEW YORK.

Nes corner Kuipersteeg,

AMSTERDAM, HOLLAND.

Established 1881 Incorporated 1902

THE TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

JAY Y. KROUT, Pres'd't and Gen'l Manager.
H. C. MCMANUS, Sec'y and Treas.

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NEW YORK OFFICE:

A Special News Department is maintained in New York City, which is recognized as the largest news centre in the world. Communications intended for that Department should be sent to 11 Burling Slip, N. Y.

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Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

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GIVE THE BABY A NAME.

Register Your New Brands

WITH

The Tobacco World

Where they Will be Seen by the Entire Trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Queer Looking Havanas.

THIRTY years ago no man who knew anything about good form in dress, and cared anything about it, would have consented to appear on the street with creased trowsers.

Twenty years ago only the youngest of dudes wore white collars with colored shirts, older men, careful about their personal appearance, always wearing collars of the same material as that of which their shirts were made.

Ten years ago only dead-game sports rode in pleasure vehicles with running gear of bright red or yellow.

Now a man with creased trowsers, white collar and colored shirt and riding in a runabout with wheels of vivid hue attracts no special attention, even if he be known as one of the most settled and steady members of society.

What has all this preliminary to do with tobacco? A great deal, at least as far as Havana tobacco of the crop of 1903 is concerned. For months there has been weeping and wailing and gnashing of teeth among dealers in Havana wrappers and cigar manufacturers who make use of such wrappers,

"Why?" does some one ask?

Because the 1903 wrappers do not look at all like the Havana wrappers of previous years, and consumers of this class of goods are expected to find all kinds of fault when the older crops have run out.

As a matter of fact, the 1903 wrappers may eventually prove even more popular than those of standard color and appearance. There is no question of the aroma, fragrance and satisfactory taste of the latest product of Cuban soil, but instead of the even rich red brown, there are green spots and spots of various shades of brown and yellow and red. What does it matter, however? The smoker's senses are satisfied in all respects but one, and if he can educate his eye into being satisfied with the appearance of the leaf he hasn't anything to disturb his peace of mind.

Moreover, as much of the 1903 leaf is represented as being like nothing else in the heavens above, nor in the earth beneath, nor in the waters under the earth, the distinction, which many a man values, of being known as a smoker of only clear Havana goods can be much more easily gained and retained under these conditions than when Havana tobacco, formed into a cigar, looks, even to an expert at a short distance, like almost any other cigar and cannot be told from a five-center by the ordinary individual even when closely examined.

And so we come back to the creased trowsers, the white collar with colored shirt and the runabout with vermilion wheels. In all these cases, and in the case of the color of a high-grade cigar, it is merely a matter of personal opinion.

It is not unnatural that a man who belongs to half a dozen swell clubs, whose office desk always contains the best of imported cigars and whose domestic sideboard is similarly stocked, should hesitate to offer a friend a cigar which looks as if it had been colored with inks from a circus poster. That is, it would not be unnatural if the friend did not know that the chameleon skin of the perfecto was proof of its quality. However, if that knowledge were possessed by the friend, the one offering the cigar would naturally take pride in this proof that he were offering the best the market afforded, and something fully as good as the market ever afforded, as far as gratification of the senses of taste and smell was concerned.

Education, education, education! That is all that is necessary. Forewarned is forearmed. Retailers who cater to a clear-Havana trade should promptly begin to warn their customers that before long the contents of cigar boxes received from Cuba, and from Key West, and from factories elsewhere, where clear-Havana goods are made, will look very different from those of the present and those of the past. In this way they can gradually accustom such customers to—at first resignation, later to content, and, possibly, later to pride.

—o—

Calling the Bluff.

ONE effect of the decision of the revenue officials to insist on thorough mutilation of cigar box stamps from end to end will be to prevent store keepers who carry but small stocks from working the bluffs they have been able to work in the past. An empty cigar box looks very much like a full one when on a shelf, and it has been a very simple matter for a dealer with only a few hundreds of cigars on hand to give customers the impression that he has thousands in reserve. All he has had to do is to save his "empties," or secure a supply of "empties" from some other dealer, and pile them up on his shelves. That served very well when the stamps were only slightly scratched and on only one side. Now, however, deputy collectors of internal revenue and other agents of the department must be able to tell at a glance on entering a store whether any box contains cigars. What an official can see at a glance anybody else can see at a glance, and as the tell-tale mutilation must constantly be in plain view nobody can be fooled into believing that thousands of cigars are stored away where there are not any. It is hard luck for the small dealer but, after all, it isn't a very serious matter; for customers in small stores don't usually buy at one time more than enough cigars to fill their upper vest-pockets, and if what they seek is in the showcase they don't care much what is on the shelves. However, the bluff is now called, and the result must be a complete show-down if trouble with the United States authorities is to be avoided.

—o—

New Spotting Scheme.

NOW that the old agents of the Sabbath Association have become so well known to cigar dealers, and because a fine has been imposed on one of them for engaging in spotting work, under the law forbidding worldly employment on Sunday, they have evolved a new scheme. They employ a man whose identity they keep secret to buy cigars on Sunday and during the sale they stand outside the store and watch. Then they make complaint and testify. In this way they save themselves from danger of a fine—for looking into a store probably cannot be successfully complained of as worldly employment—and protect their stool-pigeon from arrest and fine.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra
AND
Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

THE EMPIRE LEAF TOBACCO COMPANY
Importers and Dealers in
ALL KINDS OF
Seed Leaf Havana and Sumatra TOBACCO
S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS A. LOEB
K. STRAUS & CO.
IMPORTERS OF
DEALERS IN LEAF TOBACCO
HAVANA
301 & 303 NORTH 3RD ST.
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
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306 North Third St., Phila.

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and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
21[illegible] N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

THE REALM OF THE RETAILERS

Simple Bookkeeping.

Following is Part VI. and the conclusion of Victor Robertson's paper on "A Simple System of Bookkeeping for Retail Merchants":

I will assume that a merchant should properly consider his own time worth what he can command as an employe, and it is worth no more. To that extent, therefore, should his living expenses be a proper charge against his business as an expense item, and a wise merchant lives within this limitation. So he can charge his personal drawings in the expense column, or if he prefers he can charge himself in the miscellaneous column and post these entries to his individual account on the ledger and transfer it at the end of the month to expense, but first or last it belongs to expense.

The expense of conducting a business necessarily forms a part of the primary cost of the goods sold, and the sales must show a profit over the invoice cost and the expense account.

As prices are largely governed by competition on the profit or loss of merchandising, the expense of doing business becomes the vital point, so that it should be watched carefully and systematically. It is of little comfort at the end of the year to know what the expenses have been in detail; the time to figure on expenses is when they are incurred, and whether the volume of business done justifies the current expenses. Merchants should figure continually the percentage of expense to sales, in this way to get into the way of figuring how much it costs to do business.

Men are in business to get a profit, and the expense account is the most important thing in merchandising. They must meet competition in price, but they are not forced to meet competition in all the details of expense. The sales must show a profit over the invoice cost and expense of doing business. Therefore, a monthly statement like this is important to show the movement of the business, and to figure from it percentages:

Monthly Statement, March 31, 1903.

Inventory Merchandise, 1-1 03,		0,000.00
Add Mdse. bought and paid for		000.00
Add Mdse. bought and not paid for		000.00
Total amount of Mdse. received,		0,000.00
Add expenses paid	000.00	
Add expenses not paid	000.00	000.00
Total cost to date		0,000 00
Deduct sales		0,000.00
Estimated stock on hand		0,000.00
Add accounts receivable 3-1-03	000.00	
Add March sales, net	000.00	
	000.00	
Deduct March collect'ns	000.00	
Accounts receivable, 3-31-03		000.00
Cash on hand and in bank		000.00
Total assets		0,000,00
Less Merchandise bills not paid, past due	00.00	
Due April,	00.00	
" May,	00.00	
" June,	00.00	
" July,	00.00	
" Aug.	00.00	
" Sept.	00.00	
	000.00	
Add expense bills not paid	00.00	
Add borrowed money	000.00	
Total debts		000.00
Net capital		0,000.00

If the stock actually runs over the "Estimated stock on hand" the overplus, of course, would be the profit; if short, there would be a corresponding loss. But profit can wait until next inventory, and the percentage of expense ought to show whether there is loss.

The important thing to establish is what percentage can the business be made to pay on sales, and at what percentage on sales can the business be run for? If this is not known, then it is a good thing to find out, and I have endeavored to show in the foregoing what seems to me to be the easiest way to get at it with the least labor.

Taking this general plan of accounting, it can be elaborated upon to meet any conditions.

There is nothing new in it all. I have seen these features in practical operation. I am constrained to believe that as a rule there is too much bookkeeping. There is an attempt to cover too much ground, and the detail made is not used and is not worth the price, and yet, however simple a system is, there must be some check back to guard against errors.

In a cash business on the plan I have outlined the cash checks itself through the daily balance, and the ledger items are so few as to prove quickly. But selling goods on credit makes detail which cannot be simplified beyond a certain point, and a safeguard against errors must be provided against through proof. There can be nothing simpler than charge slips, cash book, clips and ledger.

* * *

Business Confidence.

Confidence in one's self is one of the necessary elements of success. Without it no man can truly succeed. A merchant must believe in his ability to overcome obstacles—to cope successfully with competitors. He must believe in his store and his goods and his way of doing business, yet he must not be too confident. Overconfidence has kept many a merchant in the rear ranks who might otherwise have gone to the front.

When, after a long, hard struggle, a merchant finds himself at last on "Easy Street," he is apt to think pretty well of himself. He has a lucrative business, a good store, good stock, and plenty of good customers. He has by hard work and strict attention to business, made a reputation for himself and his store and he feels that the time has come when he can let up a bit and take things easy. He thinks that he has reached a position where his business will be carried on by its own momentum. He is cock-sure that his goods and prices are right and that his customers will be held without any special effort on his part. He grows careless in his advertising; instead of hustling for customers as he once did, he takes it for granted that they will come to him. In short, he has overcome competition for so long that he fancies himself proof against it. That is where he makes a fatal blunder.

The commercial grave-yard is filled with the victims of overconfidence who underestimated competition. It is true that his business will run along smoothly for a while. It takes time to make any very disastrous inroads into a healthy business; but competition is a force that never rests; it is ever at work for the undoing of the unwary and it is never more dangerous than when lost sight of.

When a merchant ceases to guard against competition he commences to go backward and while he is vegetating in the fancied security of his past success, his business adversaries are slipping by him. They are reaching out for the customers he feels so sure are his own. They are selling the same goods that he sells and as cheaply. They are advertising in the way advertising should be done; they are employing the most modern methods and he is losing all that they are gaining. When he awakes it will be to the realization that he is a commercial Rip Van Winkle; he will have learned that continued success means continued hustling, it means never letting up for a minute.

* * *

How to Escape Trouble.

The modern merchant who never advertises escapes a lot of trouble. He may keep out of some of it without intending to do anything of the sort, but he escapes it just the same. He gets rid of the trouble of preparing advertisements, and, of course, has no worry about changing them and keeping them fresh and up-to-date. He is not bothered about the way his advertisements are printed, nor the position they occupy. He can say, with much truthfulness, that it is no trouble to show goods, for he is seldom asked to show any. But his greatest saving of trouble is in not having to sell goods to people who stay away, but who would come to his store if he advertised. Then, as he sells few goods, he has few goods to buy, and there is more trouble saved. He never has the trouble of selecting and paying a large staff of assistants. He gets rid of the trouble of having to pay for advertising. Finally he never has the trouble of enlarging his store, or of removing to a bigger one, and it is very little trouble to count his money. Strange, what a lot of trouble a merchant makes for himself by advertising!—Retailer and Advertiser.

* * *

Keep Out of a Rut.

There are a great many merchants who do not get outside of their own baliwicks from one year's end to the next. They can buy just as cheaply from traveling men, so what's the use of going to the city?

An occasional visit to a large city will prove beneficial to the country merchant in many ways. Even if he buys of traveling men, it will pay him to visit one of the large commercial centers at least once a year. If he is observant, he can pick up many ideas that will be of use to him in the conduct of his business. The merchant who never gets away from his own store and town is very likely to get into a rut.

• • •

How He Makes Friends.

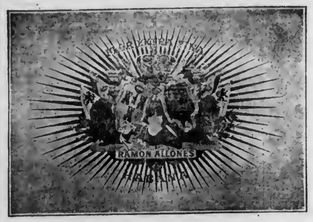
An Iowa cigar dealer is giving his customers a neat combination keyring, screwdriver, watch opener and rule. The keyring is of the regulation kind, but the screwdriver, watch opener and one-inch rule are all in one piece, which is numbered, and number and name and address of person to whom given are registered at Mr. Sample's store, so that if the keys are lost they may be returned.

• • •

When Customers Kick.

Complaints are not especially desirable in any business, and yet they may be often turned to good advantage. If a complaint is adjusted quickly and satisfactorily and without unnecessary quibbling, the "kicker" is often made a fast friend of the store. An unmistakable inclination to be "square" with customers and treat them fairly is sure to be appreciated.

Rabell, Costa, Vales & Company



Sole Purveyors, by Request, to the Royal House of Spain.

Finest Havana

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

CIGARS

Factory, Galiano 98, Havana, Cuba.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

THE MAKING OF PIPES.

An Industry in Which Millions of Men Are More or Less Interested.

Rochester is the site of an industry which has an interest to millions of men throughout the country, and one whose processes are little known to the general run of the users of the objects which it produces. The industry is the manufacture of briar pipes, says the Rochester correspondent of the New York Tribune. It might more truthfully be stated as the manufacture of wooden pipes, for while, for the proper amount of money, a genuine briar can be obtained over the tobacconists' counters, the cheaper grades are, for the most part, made of apple wood, which, while not so durable nor capable of so clear and rich a coloring, is nevertheless very useful for the purpose.

The veteran smoker who yearly goes through many pipes is aware that almost all of them are labelled "French briar." This is the survival of an old designation which arose from the fact that nearly a century ago the briar out of which the pipes were made came from Calabria, which was then a French possession. The real briar comes from there yet, but it could be more truthfully called Calabrian, rather than French wood. The briar comes to the factory in blocks roughly hewn into a shape which resembles the bowl of a pipe much as a half-chiselled block of marble looks distantly like the finished statue. These blocks of almost pinkish colored wood are immediately placed in a drying room, where the moisture is dried out in about eight weeks. The blocks range in size from four to ten inches in length, and the first process in the manufacture consists in cutting them into sizes proper for the length of bowl desired.

This is accomplished by means of a circular saw, the reductions being made at each end so as not to destroy the general form of the pipe. These pieces are then passed on to a boring machine, which rims out the hole for the tobacco. It will be noticed that almost all pipes have the same sized hole. The form of the bowl and stem is then obtained by means of an ingenious machine. It consists of a frame the shape of a large pipe, and a rapidly revolving steel cutting wheel. The wooden block is attached to this model frame and then held heavily against the wheel, with the result that the block assumes the same shape as the model. The style of pipe desired can, therefore, be changed simply by altering the shape of the model. The pipe is then polished and the stem hole bored out, after which it is taken into the departments responsible for the selection of the various shapes and qualities. High polishing is then given by pumice stone and flannel.

Smokers have often noticed that many pipes submitted to their inspection are pitted with red spots. This is particularly true of the cheaper grades. Indeed, in the factory the pipes are known as "firsts," "seconds," and "thirds," according to the pitting of the bowls. These pits are caused, perhaps, by knots or worm holes, or other imperfections in the grain. The best and highest priced qualities are free from them, but the lower qualities have them in various degrees. The little red spot is simply the colored putty which the workmen tamp into the pits, and then smooth over to hide the imperfections. Sometimes, when the bowls need it, they are varnished and polished after being puttied.

The kind of stem to be fitted to the pipes depends, of course, upon the quality of the bowl. Only to the most perfect woods are amber stems affixed. To the other grades go the horn, rubber, and celluloid "bits." The process of cutting and polishing the amber is difficult and delicate, for the real is as expensive as it is rare, and as little waste as possible is desired. The workmen to whom the cutting is entrusted are all tried experts, and are paid high wages, which they earn. The amber comes from Germany and Austria, and is received in cakes weighing from half a pound to two pounds. Some is clear and other is clouded. Generally the amber is in smooth blocks, but sometimes it is received in irregular chunks, called "rocks." The cutting of the amber is much like the shaping of the pipe bowls, but, of course, more delicate. The stem and the bowl are then joined carefully, and the joint sand papered until all is flush and regular. Then, if trimmings are not desired, the pipe, is ready for delivery to the dealer. Unless a particularly dark pipe is wanted, the bowl is left in its natural color, but becomes dark and rich with use, many smokers taking as much delight and care in coloring a clean briar bowl as others do in tinting a meerschaum.

Of all the smokers in the Western Hemisphere, the Canadians, as a class, have the reputation of understanding the recondite side of the art to perfection. This may be on account of their English leanings, for John Bull is so far superior that he is sometimes represented in cartoons as accompanied by his "Bulldog" as much as by his knobbed stick and squatty top hat. There ia one veteran pipe smoker in Toronto who has a pipe for every day in the year, and never smokes the same pipe twice. The reason for this, he says, is because no pipe, after being "broken in," was intended to be smoked more than once a day. To smoke it more frequently. this expert declares, is to spoil the flavor of the pipe, and at the same time ruin the delicate bouquet of the tobacco. This fastidious devotion to pipe smoking is by no means a rarity beyond the border, for there are many lovers of the weed who have their pipe for each day of the week.

1902 Crop
WISCONSIN
Now Ready

Sutter Bros.
Inc.

New York
Chicago
St. Louis
Havana

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM,
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GEO. W. BREMER, Jr.
WALTER T. BREMER.
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Importers, Packers and Dealers in
Leaf Tobacco

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
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J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

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Importers and Packers of
Leaf Tobacco
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Importers of Sumatra Tobacco
Joseph Hirsch & Son
Cable Address: "HIRR."
4. Z. VOORBURGWAL 227 Amsterdam. Holland.
Office, 183 Water St. NEW YORK

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date.
PHILADELPHIA.

LOUIS BYTHINER J. PRINCE
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Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

LA FISSEL CIGAR CO.
MANUFACTURERS OF
Fine Union-made Cigars
EAST BERLIN, PA.
Correspondence with Wholesale and Jobbing Trade solicited.

S. Weinberg,
IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
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E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

L. P. Kimmig & Co.
IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF
Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana
Reina 20, Havana
P. O. Box 98

TINY HAVANA PLANTS INJURED BY WEATHER.

The Usual Stories of Drouth and Flood Now in Circulation, Concerning the Crop to be Cut Next Year.

HAVANA, Oct. 19, 1903.

The movement in the Havana market has fallen off somewhat during the week passed. The buyers from the United States have been more exacting in their demands, or at least have taken more time in making up their minds before selecting their goods. On the other hand the cigarette manufacturers of Havana and the buyers for the Spanish Regie have stepped into the market, taking over 2000 bales of Vuelta Abajo colas and the lower grades of new Remedios which showed some quality.

Prices rule as firm as heretofore for all goods, excepting new Remedios, the holders of which would be glad to meet buyers. There are still enough factory vegas of Vuelta Abajo and Partido left to fill the wants of Northern manufacturers, except that as far as wrappers are concerned the buyer has to be satisfied with what he may be able to pick up, as the so-called glossy, light colors, without any spots, are not to be had in this year's crop As the smoker, however, does not smoke with his eyes, what difference does it make to him what the color of the wrapper may be, as long as the cigar is burning freely, has a good taste and an exquisite aroma. These three conditions surely ought to be a more than sufficient compensation for a faulty color of the wrapper.

While old Remedios in first hands are extremely scarce and held at stiff figures there are sufficient stocks here in the so-called second-hand and prices are by no means out of reach. Some of the heavy bodies first and second capadurus of the new Remedios look very fine and the smoking is also satisfactory, but unfortunately there will not be any quantity to speak off. Owing to the short supply the cost is somewhat higher than last year's goods were sold for at the beginning of the season.

Sales last week foot up to 5700 bales in all—3700 Vuelta Abajo, 300 Partido and 1700 bales of Remedios. Destination is stated to be 2700 for the United States, 120 0for Europe and 1800 bales for city manufacturers.

1904 CROP.

Here and there the seedlings are drying up for want of rains, and prices in consequence have risen to $2.50 per 1000 as the lowest figure. Some transplantings have been drowned and new seedlings will have to be set out. However, these happenings occur every year more or less and too much credit cannot be given to such stories, as isolated cases are apt to be magnified. Generally speaking, the aspects continue favorable, as transplanting is now going on actively all over the various tobacco districts.

BUYERS COME AND GO.

Arrivals: Adolph Goldberg, of Conradi & Goldberg, San Francisco; A. Blumenstiel, of Levi Blumenstiel & Co., New York; Richard Sickel, of B. Rosenbluth, New York; Chas. Kaiser, of Kaiser & Klug, New York; Norberto Cueva, of F. Miranda & Co., New York; Henry Bernheim, of I. Bernheim & Sons, New York and Havana; P. Levison, of I. Bernheim & Sons, New York.

Departures: Joseph Mendelsohn, for New York (omitted last week); Adolph Goldberg, for San Francisco; Charles Vogt, Jr., for New York.

CIGAR MANUFACTURERS.

At last the orders from London are arriving in larger volume and are pretty fairly distributed among the factories. This, combined with the calls from other countries, is making life and bustle in the industry. According to all appearances, however, the independents are busier than the trust. H. Upmann & Co. are as busy as they only can be, working with full steam on. "Sol" continues to receive sufficient orders from England to indicate that the movement is at last at its normal height. The Ramon Allones factory is increasing its output likewise, owing to large cables for "Cruz Roja," "El Marques de Rabell" and other brands. "El Rico Habana" is daily gaining in the number of orders by cable or mail. "Romeo & Julieta" is slowly but surely finding the deserved appreciation of excellent cigars.

BUYING, SELLING, ETC.

Muniz, Hnos & Co. keept right on selling whenever they have a chance, as Don Luis does not believe in keeping tobacco on storage longer than absolutely necessary. Sales were 600 bales of Vuelta Abajo and 500 bales Remedios.

H. Upmann & Co. purchased 300 bales of Vuelta Abajo and shipped 1,000,000 cigars during the week.

Antonia Suarez closed out 1200 bales Vuelta Abajo at fair prices without any effort.

Adolph Goldberg confined his operations to Partido and Vuelta Abajo, picking up 600 bales of the very best vegas of the 1903 crop.

The Loeb Nunez Havana Co. hammer the iron while it is hot, having disposed

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
FABRICA DE TABACOS
AMAT VICTORIA CURAM
LUIS MARX HABANA
Consulado 91, HAVANA.

JOHN W. MERRIAM & CO.
MAKE
Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG,"
New York.
Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, Habana.
(P. O. Box) Apartado 270.
Cable: ZALHZGON.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
San Miguel 100, Cable: "Donalles." *Habana, Cuba.*

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exportors of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, CUBA. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS
Almacenista de Tabaco en Rama
NEPTUNO NUM. 174
Cable: ONILEVA. *Habana*

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. *NEW YORK*

Smooth as Well as Rigid; Rigid as Well as Smooth

Such is the table-surface of
Liberman's Latest
Ball-Bearing
Roller Suction Machine

No other machine on the market does such clean cutting, and no other is as practical in any other way.

Nothing to prevent the full swing of the arm in palm-rolling.

Absolutely no streaking of the leaf in cutting.

Send for new blue-print booklet.

The Liberman Manufacturing Company,
Manufacturers of Cigar Making Machinery,
223--5--7 South Fifth Street, PHILADELPHIA, PA.

of 700 bales of their fine old Remedios escojidas to their Northern friends.

Don Antonio, of A. M. Calzada & Co., has, through his stay in the United States, imbibed something of the restlessness of the Yankee, and must be busy all the time. He purchased 500 bales of Vuelta Abajo in the country and sold 200 of them at once to his customers.

Sobrinos de A. Gonzalez must have been selected as the buyers for the Spanish Regie this year, although they deny it still for some reason. For some grades they have no competition, while on others the cigarette manufacturers here are beginning to feel anxious and have put up the prices for certain classes and qualities. Sales of this house consisted of 500 bales of Vuelta Abajo and Remedios.

Garcia & Co. have still two escojidas going in the Vuelta Abajo and one in Santa Clara, but all three of them are expected to finish by the middle of November. Their sales were large, but the exact figures are withheld.

Rodriguez, Bautista & Co. disposed of 400 bales of Vuelta Abajo.

Avelino Pazos has received another Vega of 169 bales from the Vuelta Abajo and which is said to be a very fine piece of tobacco indeed.

Don Narciso Gonzales, of Sobrinos de V. Diaz, was hustling as usual the past week and has several large deals pending. He closed out 200 bales of old Remedios.

Leonard Friedman & Co.'s warehouses, Amistad 126, and San Jose No. 1, have been crowded with buyers the past week, and Don Luis Cantor, as well as Don Ramon Rodriguez and Don Jose Vega were kept as busy as they could be. Several of their choice escojidas from the Vuelta Abajo are under consideration by Northern, as well as city manufacturers.

Jose F. Rocha had a quieter week than usual, as he sold only 100 bales of Vuelta Abajo. Still, as his stocks of Vuelta Abajo consist of choice vegas, the same will not go begging.

Rabell, Costa & Co. closed out one extra fine Vuelta Abajo factory vega to a local manufacturer.

Garcia, Vega & Carcaba are very busy stripping their choice holdings of Vuelta Abajo; they received 135 bales from the country as an addition to their stocks.

Receipts of Tobacco from the Country.

	Week Ending Oct. 17. Bales	Since Jan. 1. Bales
Vuelta Abajo	1,937	152,451
Semi Vuelta	609	7,719
Partido	429	43,437
Matanzas	—	130
S. Clara & Remedios	3,499	72,379
Santiago de Cuba	92	3,703
Total	6,566	279,819

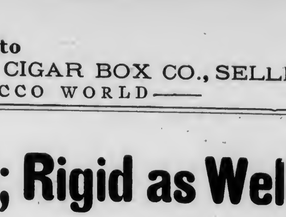
Lancaster Opinions.

Not All those Concerning the 1903 Crop Coincide.

Lancaster, Pa., October 28, 1903.

The past week was another good one in the local leaf tobacco trade, and in spite of the rapidly decreasing stocks of

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars
Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 50,000 per Day. Prompt Shipments Guaranteed.



KAUFFMAN BROS.
Manufacturers of
High-Grade Nickel Cigars
LANCASTER, PA.
CROOKED TRAVELER—
A Cigar of Special Value
PRINCE VICTOR—A Five-Cent Leader
Correspondence with the Wholesale and Jobbing Trade Invited.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

E. A. KRAUSSMAN

Importer of HAVANA TOBACCO

170 Water Street, NEW YORK

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES:

Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.

READING, PA.

GEO. W. WERT & CO.

MANUFACTURERS OF

High Grade Union-Made Cigars

No. 14 North George St. York, Pa.

UNION PLANTER 5-cent Cigar is Our Leader.

cased tobacco still held in this locality, the sales continue larger from week to week than during the same two months of any previous years. Dealers and manufacturers have gathered up the 1902 crop with avidity, the market being active from grower to the city dealer, and now to the jobber and manufacturer. As the 1902 crop is about exhausted dealers who want Lancaster county tobacco will have to be satisfied with the 1901 crop. The sales for the week were 1314 cases, compared with 1440 cases of the corresponding week of last year.

All of the 1903 crop has been safely housed and is reported to be doing well in the barns. The growers declare it to be their belief that they have a crop equal, if not superior, to that of 1902. The dealers who have examined the crop differ on this point. If it turns out a fair crop it is as much as they hope for. The tobacco, it must be said, is curing down nicely, and the latest harvested shows no damage. No sales of this crop have yet been reported, and the dealers say they are not anxious to begin buying yet. If the ball is started rolling, however, the general rush to buy will follow, and an early buying movement may take place at any time.

The larger cigar manufacturers report satisfactory trade. Some of the smaller manufacturers recently had to lay men off, but they have again begun putting these laid-off hands back at work during the past few days.

The following named visitors were here last week: Henry Steiner and Sammy Kauffman, of William Steiner, Sons & Co., N. Y.; Brother Pretzfield, of Pretzfield & Co., N. Y.; Mr. Cooper, of Kaffenberg & Co., Boston; J. E. Shepard, D. Daly, Hartford, Conn.; Edouard Schiess, of Paris.

William Levy, connected with S. R. Moss & Co., cigar manufacturers, celebrated his forty-sixth birthday anniversary last week. He had visitors another recent night who were not wanted, but they were scared off before getting into the house and raiding Mr. Levy's wealth.

S. R. Moss and wife are off on a three months' trip through the West. The middle of November they will bring up in San Francisco, to attend the wedding of Mr. Moss' brother, Herman Moss.

E. A. Waltman, representing J. B. Obliuger & Co., Lancaster cigar manufacturers, has just returned home from a trip West, where he found business conditions so satisfactory that he will return next week to continue his canvass for orders.

J. G. Shirk, of Lancaster, has prepared for meeting the needs of small dealers in plug tobacco by putting up his Low Tax brand in 3½ pound boxes, with plugs 3 to 12 inches, four cents to the plug, the price being 35 cents; also by putting up the Good Investment brand in plugs two by four, both light and dark, in four pound boxes, four and a half plugs to the pound.

C. G. Singley, of Manheim, has recently received an order for one million cigars from Dallas, Texas.

The Inland City Cigar Box Company is erecting a three-story brick factory, 60 by 40 feet.

Prizes in Milwaukee.

How an Enterprising Retailer is Engaged in Boosting Business.

Milwaukee, Wis., October 26, 1903.

Trade has been unusually quiet in Milwaukee during the week just closed. All downtown tobacconists are making their annual display of pipes and pipe tobaccoes, and sales have been fairly good in the brier line. There were few meerschaum sales, however.

Leo Abraham, the Wells building retailer, is after trade with a new scheme that has thus far worked successfully. A numbered coupon is given with every 5-cent sale and at the close of the week drawings are held and prizes ranging from $5 down are distributed.

The tobacco crop in Dane county is one of the best that has been grown in years, according to S. A. Strauss, of Verona, who controls a large acreage. While the yield per acre was not as large as in other years, the quality of the leaf was much better and the acreage planted much larger.

In Madison sampling of the 1902 crop is drawing to a close and while the samples are ready for inspection, no large sales of cured leaf have been reported. There are rumors afloat of some good-sized transactions, but trades are not as yet completed. F. S. Bains reports the sale of a 130 case lot of 1901 to an Eastern manufacturer.

UNDER MOSQUITO NETTING.

Shade Grown Tobacco Does Better Than Under Cheese Cloth.

Part IV of the report of the Connecticut Agricultural Experiment Station contains much valuable information.

In a report of the experiments in growing tobacco of the Sumatra type under shade, made by Professor Jenkins, it is stated:

We found that the mosquito netting used as a cover was as durable as the cheese cloth and made much less shade on the plants. Unless sufficient "body" can be given the leaf by judicious topping, a shade which would cut off less sunlight than cheese cloth would be very desirable.

In this latitude, we believe, the crop does not need any shade, and if the desirable things secured by shading, namely, protection from insects, high winds, hail and drought, higher and more equable temperature and damper atmosphere, could be obtained otherwise than by shading, then the shade itself would be discarded.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

BUREAU OF THE TOBACCO WORLD 11 BURLING SLIP

The average New York voter is a sad hypocrite, if the young men behind the counters of the so called trust stores up town size him up correctly. According to these young men business in their stores has been somewhat slack during the present municipal campaign, because people are afraid of being seen buying in these stores lest their friends accuse them of being in favor of the trusts, and that is an imputation which even the most hardened bargain hunter will resent. Business in the up-town trust stores may indeed have been slack during the past few weeks, but the down-town stores of the same company, nevertheless, have been doing a rushing business. On last Saturday, for instance, the stores located respectively at Beekman street and Park Row and at Cortlandt street and Broadway were literally packed with buyers from early in the morning until the close of business at night. It may be that this condition was due to a considerable reduction in prices all along the line in the goods handled by these stores. All the same, it would appear that down-town men are not afraid to patronize trust stores while avoiding these same institutions in the sight of their neighbors up-town. A queer being altogether is the man who howls denunciations at the trusts while at the same time availing himself of the bargains so temptingly held out by the trusts.

***

A petition in bankruptcy was filed on October 24 against the Khedivial Company, manufacturers of Egyptian cigarettes at 278 and 280 West Broadway, by the following creditors: M. L. Herzog & Co., $59,876 on notes given for merchandise sold to the company between December 1, 1901, and July 20, 1903; Kupfer Bros., $103 and Needleman & Sweetwood, $46. It is alleged that the company is insolvent, failed to pay a note of $3,000 to M. L. Herzog & Co., which fell due on October 22, and admitted in writing on October 23 its inability to pay its debts in a letter to M. L. Herzog & Co., signed by Samuel H. Harris, President. The company is an Illinois corporation incorporated in 1897, and has a capital stock of $250,000. The headquarters were formerly in Chicago, and the factory was removed to New York in January, 1903. Charles H. Storm, of Chicago, was President for several years. Judge Holt of the United States District Court appointed Augustus H. Skillin receiver of the assets with a bond of $30,000. The liabilities are $135,000, of which $30,000 are to several banks. The assets are estimated at $83,000.

***

A. Cohn, head of the big tobacco growing, packing and importing firm of A. Cohn & Co., has been on his annual visit to his great tobacco plantations in Decatur County, Ga. His son, Leonard A. Cohn, returned on October 21 from attendance on the Fall Sumatra inscriptions in Holland.

***

A cigar store on Third avenue between 48th and 49th streets has just closed its doors after a career of thirty-two years. The name of the proprietor is not important in this story and for that reason only it is omitted. He is broke and, save for the fact that he has four good children able and willing to support him in his declining years, would be destitute. There are two versions of the causes have brought the old man low. His neighbors and friends, not in the same business that he was in for thirty-two years, lay all the blame on the trust. They say that he could not stand the competition of the trust, which is a statement hard to understand because he handled all the advertised brands of cigars in his store, and his show windows, which have not yet been cleaned out, are still filled with boxes of these goods. The truth is that the store was dingy and unattractive and the whole place has been suffering for years from the most fatal disease which can attack a retail cigar store, namely dry rot. I have been in the place myself on several occasions during the past twelvemonth and accordingly know what I am talking about. The slipshod way in which things were done there was really grotesque. My own opinion is that the trust was no more responsible for this man's failure than the man in the moon was. I think that the information given by this particular storekeeper's competitors in the same line of business on nearby blocks on Third avenue is the correct one. These men allege that the failure, after thirty-two years at storekeeping, was due wholly to the storekeeper's failing strength, inattention to business and lack of knowledge of modern methods. He sold over his counters only the cigars manufactured by others and neglected to make these goods attractive by a neat display of them in his windows and by display of price cards, which are the very things a modern shopper looks for in stores handling exclusively advertised goods. In this particular section of Third avenue all of the up-to date stores sell only the cigars which they themselves manufacture. They do this from motives of enlightened selfishness. Every satisfactory cigar sold to a transient customer is its own advertisement. It brings more and better trade than price cards on goods manufactured by others, there is more profit in it and it is in every way a more modern and satisfactory way of doing business. Besides, the man who will smoke only the largely advertised brands is not a steady customer anywhere; he can get what he wants in hundreds of places. The really discriminating smoker buys his cigars by his own taste, not by that of the maker of sheet posters.

***

I. J. Schoener & Co., of 169 Water street are doing an excellent business through the efforts of their salesmen who are now in sections as follows: W. H. Sayers, Northwest; B. Livingstone, middle West; M. Bauml, Pennsylvania and New Jersey; I. J. Schoener, New York; M. S. Sanders, South; M. S. Schoener, New York City.

***

Jos. B. Wertheim, of E. M. Schwarz & Co., returned last week from a round up of the Western territory. He found the people in that section of the country prosperous and contented. Crops are plentiful and good and, save for troublesome strikes here and there, there is a feeling of buoyancy that bodes nothing but good for the cigar manufacturers of the country. The gloomy predictions put afloat by certain Wall street interests of hard times ahead are not shared by Mr. Wertheim, nor by his trade in the West.

Another New York cigar man who has just gotten home from a rather entended Western trip is Isaiah Rosenthal, of Rosenthal Bros. He brought Ralph Oppenheim, his firm's Western representative with him simply to make sure that Mr. Oppenheim wouldn't sell any more goods, for the Rosenthal factory is away behind on orders and is working nights in the effort to catch up.

Both Mr. Rosenthal and Mr. Oppenheim say that everything in the West is on the jump and that the people are happy and have plenty of money to spend for cigars and other indispensable luxuries. They agree that there is no danger that this pleasant condition will change soon. If it does it will simply be to get better, and not worse.

***

The total number of cigars, paying the $3 tax, produced in the United States during September was 599,035,735. This is an increase of 23,231,265 over September, 1902.

PRODUCTION OF ACCOUNTS.

Those of the Universal Tobacco Company Wanted in Court.

The case of Edwin A. McAlpin and others against the Universal Tobacco Company came before Vice-Chancellor Pitney in Jersey City Monday on a motion by ex-Judge Collins, for the complainants, for the production in New Jersey of the company's books and papers. The motion was opposed by Attorney-General McCarter, who read an affidavit of President William H. Butler of the company to the effect that the books and papers were in use in the company's office in New York, and were necessary to the conducting of the business. Mr. McCarter said that theoretically the books and papers were now before the Court of Appeals in New Jersey, and could not be introduced in the Jersey City court. He said he had given notice of a motion to be made before Chancellor Magie Tuesday for the designation of a vice chancellor to take evidence concerning the books and papers.

Vice Chancellor Pitney recently decided that the books of the company should be examined, and appointed Frank P. McDermott, of Jersey City, to have charge of the examination. An appeal was taken from this decision.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA

HAVANA TOBACCO COMPANY
TRADE MARK
111 Fifth Avenue, NEW YORK
SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Yncian	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguedad
La Flor de Naves	El Aguila de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murias
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estella	J. S. Murias y Ca.
	H. de Cabanas y Carbajal.	

LEOPOLD SCHMID FRANK LANGE
L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

Established 1840. Cable "Nargil"
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ENOS SMITH

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street, NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

M. B.

ROTHSCHILD & BRO
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

E. J. SCHOENER. CABLE ADDRESS "TACHUELA"
E. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

PHILADELPHIA

BACK FROM OHIO.

C. D. Jones has returned from a stay of several weeks in Ohio where he secured several large lots of tobacco to sell and was very successful in introducing use of Connecticut Sumatra into large factories, the prospect of saving between $2 and $3 on each thousand cigars having much influence with manufacturers. Mr. Jones states that over half of the 1903 Ohio crop is already sold, much of it having found purchasers while in the field and much more while hanging in the shed. For Zimmer as high as 9½ cents a pound has been paid, although the general price has been 8 cents. Gebhart has sold at 6 and 7 cents. If nothing injurious happens while curing is in progress the Ohio crop of 1903 will prove one the best in years.

VACATION EXTRAVAGANCE.

Last week the Tobacco World man who looks out for the Philadelphia trade news spent several days in New York while on a pleasure trip. Extravagance being permissible during vacation days, he separated himself from some of his lucre by buying cigars far more expensive than those he is accustomed to smoke. Two-for-a-quarter, straight fifteens, three-for-a-half and one twenty-five-center he converted into ashes. He is now back in Philadelphia and is perfectly satisfied with Cincos, Saborosas, Vespers, Tahomas, Chicos, Manetos, Alan Dales and La Flor de Philadelphia. Certainly W. K. Roedel, Heymann & Co., Gumpert Brothers, M. Kleinberg, Pent Brothers, Oblinger Brothers & Co., Vetterlein Brothers, and Otto Eisenlohr & Brother deserve recognition for having given Philadelphia the reputation it has of being the home of the best low-priced cigars in the world.

VIEWS OF AN EXPERT.

E. A. Calves, of E. A. Calves & Co., learns from his partner, Frank Dominguez, now in Cuba, that there is no good reason for expecting prices on Havana tobacco to lessen, for many months to come. "I cannot see," said Mr. Calves in talking with a Tobacco World man a day or two ago, "how there can be any lower prices before this time next year. Even then, prices instead of being less, will be more, in case the 1904 crop should be poor or only fairly good. The present condition is this: We've got to pay more and we've got to charge more. There may be a falling off in prices when the crop now started has passed through its greatest dangers, but that cannot be before next May."

MANY LARGE TRANSACTIONS.

As he picked up a piece of blotting paper and dried the ink of his signature, Mr. Young, of Young & Newman, said to a visitor in his office, "I'm just acknowledging an order for a hundred and sixty-six cases of tobacco." The visitor expressed a hope that such experiences were frequent with the firm and was informed that they had been for some time past. "Business in the smaller transactions is not brisk," explained Mr. Young, adding, "We're not making many sales of five and ten case lots at present; but the larger buyers are active buyers and those who are able to supply themselves as liberally as they want to are in search of all the 1902 Pennsylvania they can get at satisfactory prices, as it will soon be gone from the market."

UNION LEAGUE DINNER.

At the clubhouse of the Union League Saturday evening Felix Eckerson, of F. Eckerson & Co., will entertain a party of twenty-five friends at a dinner given by him in celebration of his election to membership in that organization. The League has about 2,000 members and new ones are admitted only as vacancies occur. There are now about 3,000 candidates for membership on the waiting list and Mr. Eckerson had to wait some six or seven years before his name on the list was reached. Long candidacy does not necessarily constitute eligibility to membership; for when a name is reached, a recommendation by a membership committee is necessary before an election can be held, and every member of this committee is bound in honor to be satisfied of the high personal, social and business standing of any man who is given its endorsement. Mr. Eckerson's guests will include John R. Young, of Young & Newman, City Treasurer J. Hampton Moore and Dr. C. J. Irwin, Secretary of the Ætna Fire Insurance Co., of Hartford, Conn.

WHERE ARE THE FIFTEEN?

An interesting question arises in regard to the conditions under which a certain well-known brand of cigars—not a Philadelphia brand—is sold in this city. The cigars are sold at $3.50 a hundred, but, to dealers, with each hundred a free gift of ten cigars is made. When lots of 500 or 250 are sold, this free gift feature involves merely an additional box of fifty or twenty-five cigars as the case may be, but when the purchase is only 100 the retailer receives his extra cigars in a 25-box from which fifteen cigars apparently have disappeared. Here is the interesting question above referred to—What has become of the missing fifteen cigars? Perhaps there have never been over ten cigars in one of these boxes, but in that case the Government tax has been paid on twenty-five, seven and a half cents instead of the necessary three cents. Even at that, there is more money in the plan above stated than in selling the cigars at $3 a hundred. A retailer who isn't particular in regard to details when figuring will be apt to think that the free gift of ten reduces the cost to $3 per hundred. That is not correct, as he must first sell the ten cigars at five cents straight without deducting any part as profit, before he can begin to make a single penny for himself from his purchase. So the manufacturer from whom he buys receives—on the assumption that the cigars are really worth only $3 a hundred—45½ cents for ten cigars, even if he does stamp a box of ten just the same as if it contained twenty-five.

LAW SUIT COMPROMISED.

The case of Sigmund Rothschild and others vs. John A. Brown, administrator of the estate of Walter Wilson & Co., which was assigned for a hearing in the United States Circuit Court last week, was compromised. The suit was on an indemnity bond given at the time fifty-three bales of Havana tobacco were replevined, and the settlement was for the value of the tobacco less ten per cent.

CLOSED BY ATTACHMENT.

The store of Julius Fox, at 34 North Thirteenth street, was closed about a fortnight, ago, in consequence of a suit brought on a judgment note for about $500. Pent Brothers, manufacturers of the Tahoma cigar, also held such a note or about the same amount, but brought no suit based on this. They have, however, sued Fox for breach of contract in regard to sale of cigars, in order to secure possession of the store during the two months which will elapse before the expiration of their lease to Fox. This suit has been decided in their favor and a new tenant moves in today.

SMOKING BY THE BLIND.

"Why Blind Men Do Not Smoke" is the heading of an article which has recently appeared in the miscellany columns of many newspapers, the article giving a number of reasons, one being that blind men are so afraid of setting fire to themselves or their surroundings that they prefer to forego the pleasures of smoking to running the risk of frequent striking of matches. Another reason given is that smoking is largely a matter of satisfaction to the sense of sight, and that consequently there is little inclination to smoke on the part of men who cannot see.

Charles B. Linn, of 325 North Twenty-fourth street, who is fifty years of age and has been blind since he was a boy of ten, says that whoever wrote the article spoken of above didn't know what he was writing about. "I have smoked tobacco since I was eight years old," said he to a Tobacco World man the other day, "and I believe I enjoy it as much as any man who can see. I have a circle of blind acquaintances numbering between three hundred and four hundred, and fully eighty per cent. of the men smoke. That talk about fear of fire," Mr. Linn added, "is all nonsense. Blind people have to be careful in so many different ways that they are extremely careful about fire, and I have never known or heard of a case of harm done through carelessness of a blind person with a lighted match."

[From the London (Eng.) Tobacco Trade Journal.]

A man of experience, after dreaming away some little time, suddenly said to a party of friends:

"I have been trying to figure out why it is that blind people do not smoke, and I have come to the conclusion that the chief reason is their inability to see the smoke. There is no denying the fact that the average man prides himself on his skill in blowing out rings and spiral columns and things, and that he derives as much enjoyment from watching them curl upwards from the end of his cigar as

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

from the taste of the weed and the soothing effect it produces; and if this source of pleasure is removed, naturally the cigar loses more than half its charm.

"Stories to the contrary, it is noteworthy that confirmed smokers infinitely prefer daylight to night for a good smoke. It seems to be a common belief, especially among the non-smoking feminine portion of the population, that the happiest periods of a man's life are the lazy half-hours which he spends in the darkness with his feet cocked up against the piazza railing and his lips closed caressingly over a fragrant cigar. In the case of the majority of men, this is a mistake.

"The cigar is all right, and the piazza is all right, but the darkness is not all right. Daylight, moonlight, electric light—any old kind of a light, in fact—would add to the smoker's enjoyment, as he would then be able to see the results of his puffing. This being so, it is but natural that the blind man who is forever cut off from this delight should lose his interest in smoking. With some smokers the loss of the appetite for tobacco is synchronous with the loss of eyesight, while in others the change is worked out more gradually. But no matter whether the cure be wrought out suddenly or slowly, certain it is that the blind man who clings to his pipe or cigar is a decided curiosity.

"I have heard it affirmed by those who take but a slight interest in the matter that the habit probably is dropped through fear of possible danger resulting from the handling of fire by a sightless person, but considering the daring exhibited by the blind in other instances, that theory does not strike me as at all plausible. On the whole, the more I study the subject, the more strongly convinced am I that in the obscuration of those fancy curlycues of smoke lies the true explanation."

MOSTLY PERSONAL.

Louis H. Eisenlohr, of Otto Eisenlohr & Bro., is on a business trip to Cincinnati and vicinity.

E. G. Dunlap, of Arguelles, Lopez & Co., is back in Philadelphia, after an absence of six weeks.

Alec Levy is to open an elaborately fitted cigar store at North Third and Church streets, about November 5.

Phil. Verplanck, of Gonzalez, Mora & Co., and Sol. Rosener, of the Havana American Company, called on Philadelphia friends early this week.

Julius Marquese, the New York leaf dealer, and Patrick Keefe, of Noble Bros., Westfield, Mass., were callers on their Philadelphia brethren on North Third street last week.

In the failure of D. B. Long & Son, cigar manufacturers in Reading, about $150,000 is involved. The Philadelphia creditors include Leopold Loeb & Co., Benj. Labe & Sons, and the Loeb-Swartz Tobacco Co.

Adolph Loeb, of K. Straus & Co., has been back from Europe about a week, but all his purchases of Sumatra tobacco had not been shipped on his departure, sixty-two bales following him and arriving this week.

On the steamship Noordam, which reached port this week, were 120 bales of Sumatra tobacco for Benj. Labe & Sons. The senior member of this firm, who has been in Europe since April, is expected to return in about a month.

PHILADELPHIA LEAF MARKET

The conditions continue fairly active, with a particularly good demand for 1902 Wisconsin, several sales of which in lots of 100 cases each are reported.

EXPORTS.

Antwerp.—47 hhds. tobacco, 2 boxes tobacco samples; St. Johns, N. F.—8 pkgs. leaf tobacco; Antwerp.—114 tons tobacco.

Sympathetic Strikes.

Cigarmakers' Union No. 14 of Chicago is opposed to the sympathetic strike. By a vote of 1,800 to 25 it has refused to incorporate a clause in its constitution permitting sympathetic action when a sister union is on strike.

The result was a defeat for the Socialist members, who made a bitter fight to secure favorable action. They wanted the constitution changed so that if an engineer, fireman, teamster or other employe of a concern for which the cigarmakers worked went on strike the latter could go out in sympathy.

This was decided to be such a radical proposition that it would be dangerous to incorporate it in the laws of the organization.

New Counterfeit Notes.

The Secret Service has announced the discovery of a new five dollar counterfeit note on the first National Bank of Lynn, Mass. It is a photographic production and identical with the one discovered on the Millers' River National Bank of Athol, Mass., a few days ago.

On the Millers' River National Bank of Athol, Mass.; check letter B; series of 1882; B. K. Bruce, Register of the Treasury; A. U. Wyman, Treasurer of the United States; charter No., 708; bank No., 8988; Treasury No. U9053. This counterfeit is a photographic production printed on two pieces of thin paper between which silk threads have been distributed The bank and Treasury number have been colored maroon instead of carmine. The seal is a yellowish brown instead of chocolate. The back of note is several shades darker than the genuine.

SOLD BY THE MILLION-WEIGHT.

How Kentucky Tobacco is Bought by the Italian Government.

[From the Fulton (Ky.) Leader.]

Fields Bros., the local tobacco men, have been again given the "Regie" tobacco contract.

The Regie contract is to supply the Italian government. Their American representative is Joseph Ferigo of New York and each year Mr. Ferigo awards eight or ten large contracts in this territory. The contract with Fields Bros., of Fulton, is not limited as to the amount of tobacco; they want all the good tobacco they can get.

Last year the local firm supplied the Italian government with over 5,000,000 pounds and the money paid out here and and around Fulton amounted to about $350,000. This year Fields Bros. expect to supply about the same amount.

Dick Lewis and R. C. Whitnell, of Martin, were awarded the Regie contract and will sell the Italian government about 2,000,000 pounds of tobacco. The firm at Martin is under the name of J. W. Lewis & Co.

These contracts are great things for this territory as vast sums of money are paid to the farmers and spent in our midst. Fields Bros. have had the contract for many years.

Failure in York.

No Public Announcement Yet, But Rumors Generally Believed.

York, Pa., Oct. 26, 1903.

Cut-rate price contagion has spread to York. The war started by one of the Market street stores advertising pool at three cents a cue, which rate was quickly followed by others. Last Saturday another store announced all 10-cent cigars would be sold for 5 cents for that particular date only. It is not at all improbable that one may be able to get a 10-cent cigar or even a whole box (5) in the near future with every cue at pool, if the cut continues. It is to be hoped the evil will be eliminated early from York, as it is not alone disastrous to the trade, but a dangerous business method.

Robbers were frustrated in a bold attempt at thievery by being frightened from the warehouse of Hostetter & Able, on South George street, several days ago.

The alleged failure of a large cigar company here has been the chief topic of conversation among tobacco men during the past week. As yet, however, no public announcement has been made.

The force of filler strippers at Kerbs, Wertheim & Shiffer's factory were discharged owing to the fact that this work will be done in Harrisburg in the future, the finished fillers to be sent here by freight.

A. P. Fix & Co. have completed a new cigar factory in Felton and will remove thereto within a few weeks from their present quarters.

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

TOBACCO SIFTINGS FOR SALE.—Address SIFTINGS, Box 25, care of The Tobacco World, Phila. 10-14-4t

EXPERIENCED MAN DESIRES position as a cigarmakers' foreman. Highest references. Now employed. Address, FOREMAN, Box 21, Care of The Tobacco World, Philadelphia 10-21-2t.

JOB LOTS OF CIGARS WANTED for sale by a prominent brokerage firm. Any quantity. Prices must be low and goods salable. Address Box 22, Care of The Tobacco World, Philada. 10 21-1it.

SUCTION FOREMAN, six years experience, understands the business thoroughly, up-to-date ideas, will take charge of factory or floor; can furnish reliable employes to work same. Address, FOREMAN, Box 19, care of The Tobacco World, Philadelphia. 10-28-1t

A PROMINENT Cigar Broker desires to correspond with Pennsylvania manufacturers of Low and Medium grade goods with view to representation. Union and Non-Union cigars required. Large outlet assured to first-class factories with proper prices. Manufacturers with novelties especially desired. Address, Box 23, Care of The Tobacco World. 10-21-4t.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in Leaf Tobacco
Lancaster, Pa.

J. W. BRENNEMANN,
Packer of and Dealer in
Leaf Tobacco
MAIN OFFICE,
Millersville, Pa.

United 'Phone: { No. 931 A, Millersville. No. 1803, Lancaster.
Lancaster Office, 110-112 W. WALNUT STREET

PENNSYLVANIA TOBACCO WORKS
128 North Tenth Street,
Manufacturers of A Fine Line of READING, PA.
Chewing and Smoking Tobaccos
For Wholesale and Jobbing.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five – Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON,
Factory Representative for Penna.
1133 Ridge Avenue, Phila.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. **Denver, Pa.**

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUHLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Coun.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST **Lithographers,** CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

A sure cure for Dry Cigars and Tobacco.
A cure for foul, slimy, Sponge, Cotton and Felt.
The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.
Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock.
No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities.
No. 3 for tobacco pails. No. 4, Pans 4x12x30 to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 4x8x17 for each walk case shelf; 4x18x40 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in walk case and size of show case, and we will ship on 10 days approval.
O. R. RICE & CO., 103 East 14th Street, NEW YORK.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending October 24, 1903.

Suez.—M. A. Gunst, 1 case cigarettes; A. Hobrecks, 3 cases cigarettes.

Hamburg.—Levi Blumensteil & Co., 20 bales tobacco.

Ponce.—Company Ind. de P. R., 3 cases cigars; R. Fabien & Co., 2 do.; American Cigar Co., 86 bales cigar cuttings.

Havana.—Metropolitan Tobacco Co., 1 case cut tobacco; Havana Tobacco Co., 110 cases cigars and cut tobacco; Park & Tilford, 7 cases cigars and cut tobacco; James E. Ward & Co., 346 cases cigars, cigarettes and cut tobacco.

SUMATRA TOBACCO.

Str. Rhyndam; arrived Oct. 20:
(682 bales.)

Joseph Hirsch & Son	169 bales
L. Schmid & Co.	125 "
A. Cohn & Co.	100 "
E. Rosenwald & Bros.	78 "
S. Aschner	51 "
H. Duys & Co.	45 "
S. Rossin & Sons	32 "
E. Spingarn & Co.	25 "
Pennsylvania R. R. Co.	13 "
Hinsdale Smith & Co.	10 "
L. Goldschmidt	8 "
B. Van Leer	7 "
United Cigar Mfrs. Co.	5 "
J. Hirsch & Sons	4 "
L. Friedman & Co.	4 "
L. Loeb & Co.	3 "
Herz Bros.	2 "
S. Auerbach & Co.	1 bale

HAVANA TOBACCO.

Str. Mexico, arrived Oct. 20:
(2,938 bales; 124 bbls.)

James E. Ward & Co.	1,168 bales
Calixto Lopez & Co.	338 "
J. Bernheim & Son	322 "
Carl Vogt & Sons	270 "
Sartorius & Co.	125 "
D. Hevia & Co.	108 "
Manrara Bros. & Co.	107 "
Rothschild & Bros.	100 "
V. Mancebo Nuncia & Co.	85 "
Alex Murphy & Co.	78 "
American Cigar Co.	72 "
Lozano, Selgas & Co.	59 "
S. L. Goldberg & Sons	38 "
E. Hoffman & Son	29 "
M. Stachelberg & Co.	15 "
Hinsdale Smith & Co.	8 "
L. Friedman & Co.	6 "
Rodriguez & Terjero	100 bbls.
Yocum Brothers	10 "
Rothschild & Brothers	10 "
W. Gonzales & Co.	4 "

HAVANA CIGARS.

Str. Mexico, arrived Oct. 20:
(26 cases.)

Calixto Lopez & Co.	7 cases
Waldorf Astoria Segar Co.	5 "
Acker, Merrall & Condit	3 "
Merchants' Dispatch Co.	3 "
G. W. Sheldon & Co.	2 "
C. D. Stone & Co.	2 "
Alex Murphy & Co.	1 case
C. Amsinck & Co.	1 "
Strong & Trawbridge	1 "
W. R. Grace & Co.	1 "

Short Handed in Reading.

Good Cigarmakers Very Kind When Willing to Accept a Job.

Reading, Pa., October 6, 1903.

Extensive alterations are being made to the cigar store and wholesale tobacco establishment of Charles Breneiser & Son here. The entire front floor is being remodeled. A new front will be put in and mahogany fixtures and plate glass show cases, with a tiled floor, added. This will make it one of the handsomest stores on Penn street devoted to the tobacco trade. The firm has one of the oldest stands occupied continuously by same firm in this city and enjoys a large trade

A number of cigar manufacturers from this city and surrounding county attended the formal opening of the new leaf tobacco house of Henry Rindskopf. It continued three days. Mr. Rindskopf is wellknown here, having represented Spingler Bros., for many years on the road. The offices and warehouses were decorated with American, Cuban and other flags, emblematic of the domestic, Havana and Sumatra tobaccos handled by Mr. Rindskopf.

Daniel H. Trumbore, cigar manufacturer, has closed his cigar store and factory at 809 Penn street and has engaged in the manufacturing business at his residence, 136 Poplar.

W. D. Filbert, cigar manufacturer at Womelsdorf, spent a successful week in the coal regions in the interest of his firm.

J. E. Leinbach, cigar manufacturer at Stony Creek Mills, this county, has moved his cigar factory to Mt. Penn. Necessity for increased capacity was the cause.

H. F. Fidler & Co., cigar manufacturers at Womelsdorf, are very busy. Last week they erected a new fire escape at the eastern end of their new three-story brick factory.

Cigar manufacturer H. G. Hildebrand has placed a new brand on the market styled "Twin Oaks." It bears the union label, and Charles Breneiser & Sons are the local distributers for it.

Bremer Bros. & Boehm, who recently opened a branch of their large Philadelphia leaf tobacco house, in the Old Jail building here report trade good. They carry a large stock of imported and domestic tobaccos in their warehouse in this city. Daniel Smith, who was with Hain & Co., for twelve years, is employed as a traveling salesman for the firm.

Cigar manufacturer E. E. Kahler reports the cigar trade very brisk. His factory has been running overtime since early in the summer. He is way behind in his orders and has enough on hand to keep him busy until January 1.

Richard Folk has opened a cigar factory at 852 Bingaman street, and will manufacture hand made cigars. He has filed a bond with Collector Cranston for $500.

Edris & Keller, who succeed William Redcay, at 7 South 9th street, have started to manufacture.

Stewart, Neuberger & Co. are in need of at least fifty more cigarmakers and Fleck & Co. are sorely in need of strippers.

The sale of the stock and fixtures of the cigar factory belonging to the S. B. Keppel estate, at Sinking Springs, realized $1,000. Among the stock sold were 49,000 cigars, cigasmakers' tables, presses, cases, desks, etc. Good prices were secured.

STOGIE MAKERS ENJOINED.

Injunction Issued on Complaint of a Wheeling and Pittsburg Concern.

Judge Jackson at Clarksburg, W. Va., has issued an important injunction. It relates to the stogie makers' boycott in Wheeling as the text of the injunction will show.

The petitioners are Hannan Brothers, who operate stogie factories in Wheeling and Pittsburg. On their labels they have the name "Hannan Bros.," the union's label and the words "Pittsburg" and "Wheeling."

In October, 1902, it is alleged in the bill, the union sent the manufacturers a letter demanding that the name of the firm be left off the label and that of James Hannan, manager of the factory at Wheeling be substituted; also that the word "Pittsburg" be left off of the label of stogies made in Wheeling and the word "Wheeling" be left off the Pittsburg stogie labels.

The bill states that upon the refusal of the company to comply with the demand of the union concerning the label, the Trades and Labor Assembly of Wheeling last May declared a boycott and that the union laborers are interfering with its business and intimidating prospective purchasers and others who have business with the firm.

The labor union enjoined is Garfield Union, No. 1, of the National Stogie Makers' League of America, and is a Wheeling organization.

WAREHOUSE CONSTRUCTION.

Recommendations Made by a Leading Insurance Company.

Because of the immense amount of money invested in the handling and manufacture of tobacco in the United States, the attention of both tobacco men and underwriters has been for some time directed toward securing model plans for warehouses of slow burning construction. The effect of smoke and water on this staple, and the fact that it remains in storage for long periods, makes it absolutely necessary that every precaution be taken to preserve it in the best possible state. The Continental Insurance Company recently announced specifications for a building which combines all the essential qualities, and at the same time involves only moderate cost. No doubt this will cause other companies to take the matter up with renewed vigor, and it will not be surprising if a revolution in the matter of building will follow. Tobacco men are eager to take up any plan that will result in a reduction of insurance rates, and at the same time company officials and managers are just as anxious to have buildings provided that will result in a minimum loss in case of fire.

The essential features of the plan proposed by the Continental are that buildings shall not be over three stories high, nor contain more than 5000 square feet in area. The floors are to be made double and protected by waterproof paper between the planking. Elevators with self-closing hatches, and stairways protected by heavy plank partitions and furnished with spring hinges are recommended. Moulding strips about the heads of stairways and elevator shafts protect the lower floors from water on the floors. All beams are to enter the walls at least three inches, but must be arranged so as to be self-releasing in case they are burned through. Pilasters or piers are provided for increasing the bearing. Timbers, except those on the first floor, are to be dressed and champfered, and beams entering walls beveled.

Specifications are made for the boiler-house, and an outside dry house is recommended. The next method in favor is the old-style dry room, steam heated by pipes safely arranged on the wall. The

TO OUR CUSTOMERS

Our factory was completely destroyed by fire on Oct. 3d, but have for the present time fitted up temporary quarters and are again in a position to supply the trade with anything in the line of

Cigar Manufacturers' Supplies

Will be able again to furnish the Best Cigar Mold in a very short time.

PLEASE REMEMBER:
Our Goods are Right; Our Prices are Right; We Treat You Right.
Awaiting your further commands, which we promise shall have our prompt attention, we beg to remain Faithfully yours,
THE STERNBERG MANUFACTURING CO., Davenport, Ia., U. S. A.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf **Tobacco**
East Petersburg, Pa.

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more—but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

plan also provides for fire protection and a watchman system.

It is said that a building may be erected on this plan at a cost not to exceed 20 per cent. above that of the ordinary joisted interior construction, and if all the details are closely observed a material reduction in the rates will follow.—Insurance Field.

Trade-Mark Register.

ARAMES. 14,249.

For Egyptian cigarettes and tobacco. Registered October 20, 1903, at 10 a m, by Kanani Bros., Philadelphia.

DON COVELERO. 14,250.

For cigars. Registered October 21, 1903, at 9 a m, by I. J. Coveler, Philadelphia.

PIKE RUN COUNTRY CLUB. 14,251.

For cigars and tobies. Registered October 22, 1903, at 9 a m, by W. P. Lozier, Mt. Pleasant, Pa.

PORTLAND BOY. 14,252.

For cigars. Registered October 22, 1903, at 9 a m, by C. H. Young, Manheim, Pa.

ELLIV-NO-SIDAM. 14,253.

For cigars, cigarettes, cheroots and stogies. Registered October 23, 1903, at 9 a m, by Nagel Bros., Madisonville, Ohio.

REJECTIONS.

La Residencia, Lone Star, Old Timer, Queen Quality.

TRANSFERS

"Jumble Rolls," registered for chewing and smoking tobacco, by J. Young, Philadelphia, Pa., Sept. 16, 1903, was transferred to the Penna. Tobacco Works, Inc., Reading, Pa., October 26, 1903.

"Black Mascot," "Kossuth," "Toki," and "Owosso," registered for chewing and smoking tobacco, by J. Young, Philadelphia, Pa., September 18, 1903, were transferred to the Penna. Tobacco Works, Inc., Reading, Pa., Oct. 26, 1903.

"Union Twins," registered for chewing and smoking tobacco, by J. Young, Philadelphia, Pa., Sept. 21, 1903, was transferred to the Penna. Tobacco Works, Inc., Reading, Pa., October 26, 1903.

"Hinkey Dee," "Patsy Hanks" and "Power," registered for chewing and smoking tobacco, by J. Young, Philadelphia, Pa., Sept. 23, 1903, were transferred to the Penna. Tobacco Works, Inc., Reading, Pa., Oct. 26, 1903.

"Brown Buck," "Brown Seal" and "Kiosk," registered for chewing and smoking tobacco, by J. Young, Philadelphia, Pa., Sept. 28, 1903, were transferred to the Penn. Tobacco Works, Inc., Reading, Pa., Oct. 26, 1903.

"Big Dan," "New Life" and "Cossack" registered for chewing and smoking tobacco, by J. Young, Philadelphia, Pa., Sept. 29, 1903, were transferred to the Penna. Tobacco Works, Inc., Reading, Pa., Oct. 26, 1903.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Green Tip, Havana Lightweights, Our Own Mixture, Ready Money, Sobieski, Flor de Monterosa, La Aristides, Floto Bros.' Jewel Stogies, Porto Rico Culebras, Silver Spoon, Old Dorp, English Bells, Amneris, Duchess of Cuba, Delmonda, Great Puritan, Puritan General, Puritan Leader, Three Bobs, Pinkney Castle, Irenola, Rural Free Delivery, El Puro Beso, Lucky Corner, Fritz Junior, Flor de A. Diaz, Flor de Andres Diaz, Bon Ventura, Castle Chime, Cremadura, Cuban Packer, Cuban Treasures, Dainty Bits, First Justice, Good Venture, Great Ribbon, Happy Planter, Havana Treasures, High Wages, Jewelette, Jim Dumps, Jolly Planter, Luckey Leaf, Mystic Leaf, New Charter, No Discount, Selecto-Cuba, Vaudeville, Yankee Effort, Leo, Glimstang, Glimstick, San Fran, Milwaukee Royal, Milwaukee Transfer, Naco, Illinois Star, Imdiana Star, Gen. York, People's Voice, Natural Taste, Bono, Milagros, Especiales de Novotny, Mi Finerita, Seal of Excellence, Porto Rico Bride, Marie Carola, General Polk, Little Polk, Olympic Puffs.

Virginia at St. Louis.

Virginia will make an extensive exhibit of tobacco at the World's Fair. The display will comprise Virginia tobacco in every form from the seed to the finished product, arranged in the most artistic manner possible, and surrounded by all kinds of machinery and tools used in handling and working the weed.

SUNDAY SCHOOL CIGARETTES.

Puffs and Piety Go Hand in Hand in an English Church.

There have been numerous attempts in America to enact legislation against the sale of cigarettes; in fact, it is illegal to sell cigarettes to those under sixteen years of age in our own State. What would these anti-cigarette agitators say to a Sunday School teacher who offered presents of cigarettes as an inducement for boys to attend his class? According to one of the London papers, at All Saints' Church, Wellington, in Somerset, the practice of giving cigarettes to members of the Bible class was started. It was reported that this distribution of cigarettes increased the attendance of the Bible class nearly 100 per cent. The experiment has stirred up a great deal of criticism, however, and the vicar denies that he had any knowledge of the matter, it having been an experiment made by Mr. Wilmot, the teacher of the Bible class. While the boys in this class, as a rule, were over sixteen years of age, there were a number of them whose parents did not allow them to smoke, and the parents of these boys, naturally, seriously object to this new scheme of securing better attendance in the Bible class.

G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000

Cigars

Factories: *YORK and YOE, PA.*

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: { YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVER

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

J. K. PFALTZGRAFF & CO.

Manufacturers of High-Grade Nickel SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands: "ENTUCKY CARDINAL," "1303," "CHIEF BARON," "EL PASO."

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

Specialties:—*The* Bear Brand—*The* Cub Brand—*The* Essie Brand.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

B. F. ABEL,

HELLAM, PA.

Manufacturer of Fine Seed & Havana

Cigars

Joe F. Willard is Our Popular Leader.

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

H. G. HOELTZEL

Manufacturer of

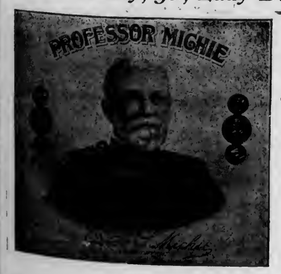
RELIABLE UNION MADE

Cigars

LANCASTER, PA.

LEADING BRANDS:

Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c



La Union Cigar Co.

HANOVER, PA.

Manufacturers of

High Grade Union Made Cigars

Our Special Brands: { ALEX. WILSON, PROFESSOR MICHIE, UNION CHIMES, MINERS' VICTORY, LA UNION CROOKS

W. H. RAAB & SONS,

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463

CAPACITY 75,000 PER DAY.

ESTABLISHED 1871.

DALLASTOWN, PA.

I. E. STUMP & CO.

Wholesale Manufacturers of

High Grade Medium Priced Cigars

Red Lion, Pa.

Remember—the MELODIOSO is Our Leader.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,
Packers and Dealers in Leaf Tobacco
105 S. George St., YORK, PA.

Walter B. Hostetter. B. F. Able.
HOSTETTER & ABLE,
Wholesalers and Retailers of Leaf Tobacco
SHADE GROWN SUMATRA in Bales
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

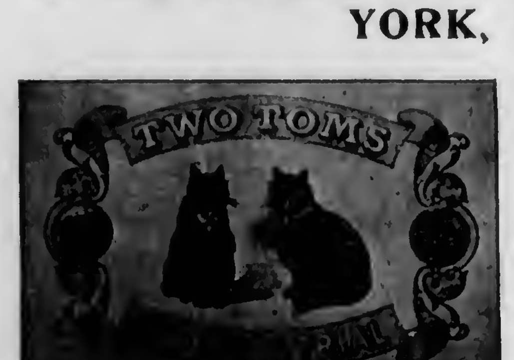
D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.
Packers of Leaf Tobacco
James and Prince Streets,
LANCASTER, PA.

STAUFFER BROS. MFG. CO.
New Holland, Pa.

No More Dull Seasons...
If you handle our make of Cigars.
WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.
All Grades, All Prices, All Shapes, All Sizes

THOS. R. DECKER
YORK, PENNA.



MANUFACTURER OF
Sweet Damsel,
D. & S.
High Grade Medium Priced
Cigars
For the Wholesale and Jobbing Trade. Correspondence invited.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

Along in February or March we advocated the theory of the New England Tobacco Association. To-day we are just as strenuous in its adoption, and for this especial reason, that there may be more uniformity of prices. We have noticed by the reports of some of the correspondents that the prices have varied in the same location as much as 9c per pound; one lot selling for 18c, and another in the same location running to 27c per pound. At first glance this seems to be all right, but both lots were sold early, and if we know anything of the tobacco trade we know that the men who buy tobacco don't buy poor tobacco in the fall of the year, but leave it to be picked up in the winter or spring. It some times happens in this way that after assorting for a while and finding some lots slow of coming in, the buyer, rather than have his men idle, may slip out and buy some inferior lot of goods just to keep the men in his employ. But here is certainly another case. The shops are not open—or were not at the time of the sales—consequently we must accept the theory that both lots were of the best that could be bought at the time and in that location. Viewing it in this light we see a wide difference in prices. Now who was it that sold for 27c and who for 18c? Was the man who received 27c the man who lives close to the market, or was it the 18c-man?

It must be considered of vital importance for a man doing business to live close to the market, and we know that most of the tobacco growers fail in this respect. They take no trade paper and usually no agricultural paper, and are simply not informed. It is believed that by joining themselves into a co-operative body, such discrepancies as the one quoted above would not occur. The business of the corpora ion would be conducted by men whose first concern would be to stay in close touch with the buying and selling market. The goods would be uniformly assorted, and the same quality of goods, whether belonging to "A" or to "B," would bring approximate prices.

Our correspondents write:

Hatfield, Mass.: "C. K. Morton, J. S. Wells, Silas Porter, George Ebulm; sold their crops of new tobacco last week for prices supposed to be 15c and 16c in the bundle. New tobacco is mostly in the bundle. There is a fine lot of 1902 tobacco still in town."

Hinsdale, N. H.: "I have a few sales to report of new tobacco in bundle. A. B. Davis, p. t.; W. N. Pike, 5 acres, 13½c; G. S. Smith, 4 acres, 12c; H. H. Day, 5 acres, 14½c. All sold to Mr. Ments, of Cincinnati. There are several lots of old tobacco in town. George M. Wright has 60 cases. There were 100 acres raised in town last season."

East Whately, Mass.. "I have the sale of one crop to report, 12 acres, belonging to Monson Bros. of West Whately, at 15c. Tobacco is of very fine color and quality, and will be taken down within three or four weeks. L. F. Graves' crop of tent tobacco is cured very fine color and very even. Buyers are looking at it."

North Hatfield, Mass: "I have to report the sale of a few lots: C. H. Crafts to Mr. Case, Jack Fitzgibbon and Con. Murphy to McHugh. The crop was in fine shape to come down the last damp spell, and almost every one took down some."—American Cultivator.

BALDWINSVILLE, N. Y.

The growers all report that the new crop is curing down well and the prospects are that the 1903 crop will be the best and most valuable for several seasons. A. Heinke has recently purchased about 40 cases in the vicinity of Plainville and Ira, and is still in the market for good grades of 1902. Mr. Heinke has leased the J. W. Upson warehouse in the Seneca hotel block, and it will be fitted up as a modern warehouse.—Gazette.

EDGERTON, WIS.

Aside from a few scattering sales continually being made on the outskirts of the tobacco section, the movement in the new crop is attracting no attention. There is no organized effort anywhere on the part of the large operators to renew buying, and much of the riding being done is a search for old stock in growers' hands. A few remnants of cured leaf are thus being gathered in, making altogether more show of business than for some time past. The report of a large deal of some 2,500 cases of 1902 by the United Cigar Manufacturers is confirmed, including the packings of Sanford Soverhill, McIntosh Bros. and Owen & Pepper. S. B. Heddles reports the sale of a 300cs lot 1901 binder stock and 300cs of 1901 fillers, the latter to H. W. Child. George Rumrill has disposed of 260cs of 1901 goods and bought a 57cs lot of growers. The sales of L. B. Carle & Son for the week reach about 100cs Geo. Decker bought 23cs of '01 of Thos. Langemo at 9c. Chas. Carrier sold 35cs of 1901 to Bimberg at 10c. These transactions indicate a somewhat better feeling in the cured leaf market.

The weather conditions remain decidedly favorable to the curing out of the new crop which is now safely past any dangers of shed injury.

Shipments, 410 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

The market is very dull and quiet, and at a standstill in both hogshead and loose tobacco. The weather has been dry, with no season suitable for handling the crop. Arrangements are making for handling by the Italian Regie and the American Tobacco Co. Sales of old hogshead tobacco so small that quotations are unchanged.

QUOTATIONS

Lugs—Common to Good, 4½ to 5c.

Leaf—Short: Common, 5 to 5½c; Medium, 5½ to 6c; Good, 6 to 6½c.

Leaf — 22 to 26 in.: Common, 6 to 6½c; Med., 6½ to 7c; Good, 7 to 8½c.

Cigar Wrappers, 6½ to 8c; Fillers, 5 to 5½c; Snuff Leaf, 5 to 5½c.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 6 hhds.; there were no offerings on the breaks; private sales, 158 hhds.

The demands seem to have been almost altogether for the lower grades of Leaf, which are placed at about unchanged prices. Some Lugs are wanted, but there are very few remaining in the unsold stocks. Shipments are going out steadily, and the end of the month will show a further reduction of stocks.

The new crop is about all housed, and nearly all cured, but it will be several weeks before there will be any distinct movement in the loose tobacco market; at all events, not before we shall have a good soft season that will bring tobacco into order to be handled in the barns.

The weather continues very dry—warm during the day but cool at night.

QUOTATIONS:

Low Lugs	$3.50	to	$4.00
Common Lugs	4.00	to	4.50
Medium Lugs	4.50	to	5.00
Good Lugs	5.25	to	5.75
Low Leaf	4.75	to	5.25
Common Leaf	5.50	to	6.25
Medium Leaf	6.50	to	7.50
Good Leaf	7.50	to	8.50

TOBACCO FOR THE INSANE.

According to a statement made before the Maryland Board of Awards at Baltimore, 3,000 pounds of chewing tobacco are given to the inmates of the Bayview Asylum each year.

"Most of this is given to the insane patients," said Purveyor Lamar Hollyday, "and it acts as a great aid in keeping them tractable and willing to work about the place."

This statement was in reply to an inquiry as to the utilization of 1,500 pounds of tobacco included in the specifications for supplies for Bayview for six months. The specifications were approved.

Phones: { Keystone, 65-64A Main Bell, 62-39A
M. Kaufman & Co.
Manufacturers of Union Made
Turkish Cigarettes
504 S. Fifth St., Phila.
Special Brands:
MUNJURA, MATCHAKA, MIENAS.

KLEINBERG'S
"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Manhattan Briar Pipe Co
Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ
Manufacturer of High Grade
EGYPTIAN CIGARETTES
74 Wooster Street
NEW YORK
Traveler–Cork Tips. Planet–Gold Tips
Planet–Plain Tips. Planet–Cork Tips

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DETROIT AND BUFFALO STEAMBOAT CO
QUEENS OF THE LAKES
Steamers Eastern States and Western States
$3 SAVED
TO ANY POINT WEST
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FAUGH-A-BALLAGH
5c CIGAR
WRITE
GRANEY
Commercial Cigar Co.
476 North High Street,
COLUMBUS, OHIO.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor. Barnesville, Ohio,
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL — EUREKA — PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE
Jobbing Trade solicited Write for Samples.

SOMETHING NEW AND GOOD
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CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
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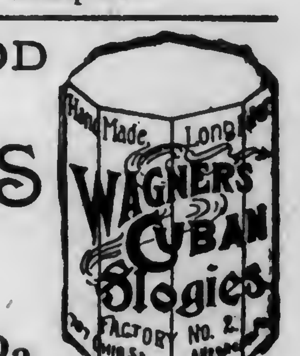

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RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

The Cigars You Want at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

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Manufacturer of Fine Cigars
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Mt. Carmel Cigar Manufact'g Co.
Manufacturers of Fine Havana and Domestic Cigars
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Announces

His Decision

He gives the Blue Ribbon for the Best Smoke at the price to

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You want to know for your business' sake about this good seller and satisfaction giver, Mr. Jobber. Write to-day for terms and samples. Sold to Jobbers only.

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Lancaster, Pa.

A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.
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GOLD LEAF PRINTING a Specialty
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F. W. Dohrmann. [Estab'd 1873] Theo. S. Dohrmann.
F. W. Dohrmann & Son,
Packers of **Cigar Tobacco**
Packing Houses: Covington, O. Gettysburg, O.
Zimmer Spanish. Ohio Seed Leaf. Little Dutch.
Redryers of **Burley Tobacco**
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.
Samples forwarded on application.
Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

Business Changes, Fires, Etc.

California.

Pomona.—Wheelan & Bush, cigars and tobacco, dissolved. Succeeded by R. B. Wheelan.

Illinois.

Chicago.—M. J. Browne, cigars, out of business.——Louis Herbert, cigars, out of business.——John W. Kingsbury, cigars, sold out.——C. Mugnaini, cigars, bill of sale, $1,325.

Indiana.

Frankford.—Wm. M. Lewis, cigars, real estate mortgage, $1,000.

Indianapolis.—R. L. Sutherlin, cigars, warranty deed, $990.

Maine.

Caribou.—Jos. Savoi, cigars, sold out.

Maryland.

Baltimore—Benninghaus Tobacco Co., receivers appointed.

Massachusetts.

Northampton.—T. J. Blanchfield, cigar manufacturer, damaged by fire.

Springfield.—John L. Dumas, cigars, chattel mortgage, $100.

Michigan.

Detroit.—W. W. Bush, cigars, bill of sale, $750.——Milton Kuttnauer, proprietor of the Cabinet Cigar Co., judgment, $421.

Kalamazoo.—W. W. Landon, cigar manufacturer, chattel mortgage, $220.

Minnesota.

Minneapolis.—Percival Smith Cigar Co., incorporated. Capital stock, $50,000

Missouri.

Kansas City—United Cigar Stores Co., decrease capital stock.

Nebraska.

Milford.—J. I. York, cigars, damaged by fire. Insured, $300.

Omaha.—E. R. Carpenter, cigars and tobacco, bill of sale $1,200.

Ohio.

Cincinnati.—Ogalalla Cigar Co. (not inc.) sued, $309.

Leipsic.—Louis M. Berger, cigar manufacturer, real estate mortgage, $675.

Toledo.—Aiken Dupuis, cigars and tobacco, real estate mortgage, $1,475.—A. F. Hermingsen, cigars, sold out.—Wm. McCarthy, cigars, bill of sale, $700.

Pennsylvania.

Philadelphia.—Mann & Rodman, cigars, dissolved. Succeeded by Jas. S. Rodman.

Vermont.

Bellows Falls.—S. D. McLeod, cigars, succeeded by B. M. Eaite.

PATENTS RELATING to TOBACCO, Etc.

741,866 Machine for punching matches from plates; Wm. E. Williams, Chicago, Ill.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
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A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
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NEW BRANDS Constantly ADDED

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CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

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CIGAR LABELS,
PRIVATE DESIGNS a Specialty
CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
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What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
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Best Workmanship — The Lowest Prices
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Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
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Frank Ruscher — Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
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F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
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Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

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LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A. Use Arnold's 80 & Tobacco Cipher
Hopkinsville, Ky

Cigar and Tobacco Factories
are Earning Fat Dividends when Located in Seaboard Territory.
The Seaboard traverses from end to end the tobacco belt of the South, and a location can be given you from which within a radius of one hundred miles you can draw every grade of tobacco, including the finest Shade Grown Sumatra.
If you want to come South for any reason ask for our literature; if you want to locate a factory ask for our special proposition to manufacturers.
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General Industrial Agent, Portsmouth, Va.
SEABOARD AIR LINE RAILWAY

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
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SLATER'S BIG STOGIES
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GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
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Factory 1839.

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SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

Hannibal Hamlin
High Grade
Seed and Havana Cigar.
Celebrated Everywhere. None Better.

Different from all. Have you noticed it?
Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.
La Buta Cigar Co.
Makers,
YORK, PENNA.

HIGH-GRADE CIGARS
Manufactured by
A. W. Zug,
East Petersburg, Pa.
We Employ No Salesmen
All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

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Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
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Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
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JAMES PRANGLEY, Jr.,
First Class Stock Companies Only. **Fire Insurance** Insurance on Tobacco & Cigars a Specialty.
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H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
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SPECIAL DESIGNS ENGRAVING EMBOSSING

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FRIES & BRO.
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WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
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Sample Free The Most Popular Flavors Since 1855. Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

FOR SALE BY ALL DEALERS
VIRGINIA

PERIQUE
MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U. S. A.

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Rothsville, Pa.
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Correspondence with the Wholesale and Jobbing Trade only invited.

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Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, Moundsville, W. Va.
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114 N. 7th St. Gumpert Bros.
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A Matchless 5 cent Cigar.
One of Roedel's Best
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FIVE CENT
PENT BROTHERS,
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CIGARS

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Wholesale Manufacturer of
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The Best Possible Goods for the Least Possible Money

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"Millions for Farmers"
So Says Secretary Wilson, U. S. Dep't of Agriculture
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SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.
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JOBBERS and DEALERS.

Maker of
High Grade CIGARS
All Fine Work

NO SALESMEN EMPLOYED.

Warranted Havana Filler, Sumatra Wrapper and No Flavoring Used.

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We Can Save You Money.

THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXIII., No. 44

PHILADELPHIA, NOVEMBER 4, 1903.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.

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FOR
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1902 Crop
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142 Water Street, NEW YORK.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

E. Rosenwald & Bro.

Packers, Importers

and

Exporters

of

TOBACCOS

145

Water Street,

New York.

Established 1881 THE TOBACCO WORLD Incorporated 1902

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

JAY Y. KROUT, Presd't and Gen'l Manager. H. C. MCMANUS, Sect'y and Treas.

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NEW YORK OFFICE:

A Special News Department is maintained in New York City, which is recognized as the largest news centre in the world. Communications intended for that Department should be sent to 11 Burling Slip, N. Y.

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GIVE THE BABY A NAME.

Register Your New Brands
WITH
The Tobacco World

Where they Will be Seen by the Entire Trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Puffery Not Journalism.

THE puffing up of the men who advertise in the New York city tobacco papers is a vice, and a very shameful one. These papers do not employ men because they know what news is and can write about it—which is journalism—but because they can get ads.—which is a different story altogether.

Here is a story in point: The fact that the Khedivial Company was in financial difficulties has been an open secret in New York for a long time past. On October 24, as narrated in our New York letter last week, proceedings in involuntary bankruptcy were taken against it. Yet on that very day an elaborate "puff" appeared in one of the New York trade papers, which, read in the light of the bankruptcy proceedings, is vastly illuminating as to the value of the "news" printed in other parts of the same paper.

The same trade paper, more shame to it, steals often from The Tobacco World, with never a hint of credit. If you are interested in such things just read the following parallel columns:

From The Tobacco World of October 21:

The smoking room of the new Hudson Theatre in Forty-fourth street, which was opened on Monday night by Miss Ethel Barrymore in "Cousin Kate" is commodious and finely appointed. The recent remarkable increase in the consumption of Turkish cigarettes of domestic manufacture is undoubtedly to be attributed in no small measure to these smoking room annexes in our New York theatres. The average man who goes to the theatre loves to smoke between the acts. In fine weather he goes out of doors but when the weather is bad, or the night uncommonly cold, the smoking room invites him. The intermissions are too short to permit of indulgence in a cigar, and most of the popular brands of all-tobacco smokes manufactured today are also too large. The Virginia cigarette is out of fashion. There is nothing left but the Turkish which is not only the vogue but is also of just the right length to last through the average intermission.

From Tobacco of October 23:

The smoking room of the new Hudson Theatre in 44th street, which was opened this week, is commodious and finely appointed, as are the smoking rooms in all of the newer theatres in the city. The recent remarkable increase in the consumption of Turkish cigarettes of domestic manufacture is to be attributed in a great measure to these smoking-room annexes in our New York theatres. The average man who goes to the theatre desires a smoke between the acts. In fine weather he goes out of doors, but when the weather is cold or stormy the smoking-room invites him. The intervals between the acts are too short for the enjoyment of a cigar, and the Virginia cigarette is out of fashion, so there is nothing left but the Turkish, which is not only the fashion, but is also of just the right length to be enjoyed while the curtain is down.

Makers of Reckless Statements.

IS THERE any reason that just because he happens to be a member of the clerical profession any man should be permitted to make reckless statements without being answerable for them?

The Tobacco World has the greatest respect for the thousands of men in this country and elsewhere in the world who have devoted their lives to following as closely as they can in the footsteps of the Carpenter of Nazareth; but there are other thousands who use their sacred calling as a license for loud-mouthed and blatant vituperation which they believe will aid in saving them from losing their jobs. These latter should be held to strict accountability for any false statements they may make and which may reflect upon the reputation of the community, even if such statements be made in the pulpit.

A meeting of Philadelphia clergymen was held a few days ago, and one of those present is quoted as saying during the course of the proceedings: "The city is alive with speak-easies. They are run as openly and do as much business on Sunday as they ever did. The same is true of the so-called clubs, which, in a majority of cases, are nothing more or less than speak-easies."

Let the reverend gentleman whose words are printed above try to get a drink in Philadelphia on Sunday and he will discover that frying ice cream is a much easier job. Of course, there is a possibility that he has inside information and a private snap in regard to finding tonsil varnish for sale on the first day of the week, but, assuming that his habits are such as a man of his calling should have, he is saying what is not true when he makes such statements as those attributed to him.

In regard to liquor selling on Sunday The Tobacco World takes no interest beyond expressing its approval of the quietness and good order which prevails in this city from Saturday night until Monday morning, which undoubtedly is due to a rigid enforcement of the liquor law; but The Tobacco World does raise its voice in protest over the manner in which many of the clergymen of the city lend their prestige and influence to the continued persecution of small dealers in cigars and tobacco who supply their customers' wants on Sunday.

The meeting was held behind closed doors and, the North American says in its account, "Only fragmentary details of what took place were obtainable." The object of the meeting was to censure Director Smyth of the Department of Public Safety. Private safety seems to have been foremost in the minds of the persons who assembled, the private safety attending the making of unwarranted assertions without being called to account.

Director Smyth has been sharply criticized by wearers of "the cloth" for his failure to have policemen arrest Sunday cigar-sellers, but his course in this respect has been so frank, manly and open that it furnishes a good example for emulation by the sky-pilots who wish to lessen him in the esteem of the community.

E. A. CÁLVES & Co. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D & T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF
HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
IMPORTERS AND PACKERS OF
HAVANA SEED LEAF TOBACCO
SUMATRA
112 N. THIRD ST. PHILADELPHIA, PA.

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Importers and Dealers in ALL KINDS OF
Seed Leaf Havana and Sumatra TOBACCO
S. Grabosky, Proprietor 118 N. 3d St. Phila.

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IMPORTERS OF
DEALERS IN LEAF TOBACCO
PHILADELPHIA

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Importers of
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Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
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Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

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SUMATRA and HAVANA
and Packer of LEAF TOBACCO
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L. KRUPPENBACH & BRO.
IMPORTED HABANA AND SUMATRA
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REGISTERED

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana Y&N
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.

THE REALM OF THE RETAILERS

Value of Old Customers.

In their efforts to secure new trade, merchants sometimes lose sight of the fact that old customers are even more valuable than new ones, Old customers must not be forgotten or neglected, for they are the mainstay of any business. If good customers were as easy to get as good goods and a good location, merchandising would be a much simpler proposition than it is. Perhaps your competitor has as much to offer as you have in the way of prices and store service. If that is the case, the tie that binds customers to your store may not be hard to break. You must watch your customers and keep them in line—your competitor must not have a chance to get in his opening wedge.

Every merchant has had customers who traded with him for years and then stopped without any apparent reason. These must not be let go without an effort to reclaim them. When a customer leaves one store to trade at another, there must be a reason for it, and it is up to the merchant to discover what that reason is. Perhaps the customer thinks that he has a grievance against the store or some of its employes. Perhaps a discourteous clerk may have given offense, or it may be a matter of unsatisfactory goods. Perhaps the grievance may be an imaginary one and an explanation will set things right.

At any rate, the customer's reason for leaving must be discovered if possible, and if the store has been in the wrong, the wrong must be righted. Even if the customer cannot be brought back, it will be worth some trouble to know where the fault lay—the knowledge may prevent the loss of other customers. A good customer is worth a good many dollars in the course of a year, and no merchant can afford to let one go for the want of a little effort.

A merchant in a large city cannot keep in personal touch with all of his customers, but in small cities and towns this is not so difficult. The proprietor of a general store in Northern Indiana uses a mailing list to good advantage in keeping in touch with his customers. When a customer has not called at the store for some time, a personal letter is sent. This letter is only intended as a reminder and to let the customer know that his patronage is appreciated.

If the customer does not visit the store within a reasonable time after receiving the first letter, a second one is sent which frankly states that his trade has been missed, and that if anything has gone amiss or there is any complaint against the store, it will be looked into carefully. In some cases, with valued customers, a personal call is made, but in no case does the merchant give up until he has satisfied himself that the customer is irretrievably lost.

* * *

One Road to Success.

There are many men in business who do not thoroughly appreciate the importance to the success of their business, of friendly relations between employers and employes. Recently a business man was heard to say, "I don't want any suggestions from my employes. I run this buisness as I think best and I don't want any ifs or ands from the men who work for me. If a man don't like to do what I tell him, let him get out and work for somebody else."

This may sound very businesslike to some people but it cannot be considered good business policy, unless a man knows that all his employes are mentally incompetent and entirely devoid of ability to offer suggestions in the interests of the business. It is not a hard matter to pick out a man who has always worked for such an employer and has been satisfied to conform to the latter's wishes without comment. He grows up without any confidence in his own ability, does not consider that his suggestions are of any value, and in an emergency cannot be relied upon.

On the other hand, the youth who has worked for an employer who encourages suggestions on the part of people whom he hires knows that there is no written law in business which can be followed safely in every case, and is prepared to use his own judgment in all emergencies when it is impossible to consult with his employer. What a great advantage a man has who can feel confidence in his employes, over the one who must always feel that without his presence his business is apt to be neglected.

The men who have made the greatest success in the mercantile line are those who have encouraged their employes to think for themselves. A clerk should not be ridiculed for making a mistake, but the same should be pointed out to him and he should be shown where he was wrong. The better feeling which will be generated by such a course will reflect upon the success of the business, and it is clear that co-operation will result which would otherwise be impossible.

Commendable suggestions should not be overlooked, and when the employe offers such he should be brought to understand that it is appreciated and not resented. Every clerk likes to feel that his extra efforts are not wasted and do not go unappreciated, and a cordial word now and then will be more effective in improving the business system than continual fault-finding on the part of the proprietor.

* * *

Contemptible Tricks.

We give the following, from the Merchant's Review, of New York, for what it is worth:

A very smooth trick—too smooth indeed for fair-minded business men to indulge in—is being played in this city for the purpose of tranferring trade from one cigar manufacturer to another. It is worked in this way: At a time when several customers of some cigar dealer are getting supplies, a stranger in the employ of a cigar manufacturing concern enters the store and buys a 15-cent cigar. Hastily biting off the end and lighting the weed, the stranger draws a few puffs and turns excitedly to the man behind the counter: "Sure that is a 15-cent cigar?" "Sure!" is the reply. "A regular stinker; that's what it is." and slamming the despised cigar in the cuspidor, the stranger strides angrily to the door and disappears.

Before the cigar man has well recovered his equanimity, a second stranger enters and buys a nickel weed, which he lights and pulls at, and is about to disappear, when something seems to occur to him, and he stops, looks at the smoke of the cigar and frowns, and then turns back to the counter and says: "Best you can do for five cents?" "What's the matter with it?" asks the dealer. "Not fit to smoke," is the reply; "perfect mankiller," and, with a heave of the cigar into the cuspidor, the second stranger rapidly makes himself scarce.

By this time the cigar dealer is a bit rattled, and the presence of ths other customers does not serve as a sedative. Indeed, he has not settled into his usual serenity when the traveling man of a firm competing with a concern supplying the dealer's stock, or the bulk of it, enters and makes a strong bid for orders. When the dealer is a stubborn case, three, four, five, or half a dozen or more men will take hold, and in the most natural manner in the world successively appear, buy a cigar, and pass an apparently candid opinion on the quality of the goods, finally throwing away the purchase in disgust. "There's tricks in all trades but ours," though few indeed so contemptible as this one.

* * *

Worthless Clerks.

During the past fifteen years I have been in business for myself I have had much experience with clerks. Some have been good—men whom I have depended upon, but on the other hand, I have had many a bitter experience with poor clerks—men who seemed to care for nothing but to draw their pay on Saturday night. They were not interested in the welfare of my business. This class may well be termed indolent and fail to pay attention to what is going on during business hours. They do not know how to handle customers right; they are impolite, and, consequently, instead of bringing trade to the store, drive it away. Such very seldom make successful business men.

J. B. G.

* * *

Temptation to Overdraw.

Advertising as it becomes more generally used is also becoming better defined, its limitations and its powers. A line of advertising or a single advertisement in fact can very readily defeat its own end and instead of benefiting the advertiser can work him much harm. To say that a certain cigar is particularly good and have the subsequent experience of the customer prove it particularly bad is a waste of money for the advertising space it takes to tell it.

* * *

Saved from Suicide.

Lovers of tobacco may use the following story as a weapon against anti-smokers. The late King Humbert of Italy in his youth was an habitual smoker. One day while driving through the streets of Naples he happened to drop a cigar which he had just lighted. He noticed that a singularly dejected-looking citizen darted forward and grabbed the cigar from the street. He thought nothing more of the matter until some months later, when it was called to his memory upon receipt of an unsigned letter relating that the writer had been on the verge of committing suicide when he chanced to pick up the cigar which the King had dropped. The smoking of this, he said, had changed the moodiness of his thoughts for the time being, and the impulse to suicide had been overcome.

* * *

—The clerk who does only the things he is told to do will find it a long time between promotions.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, **171 Water St., New York**

Capacity, One Million per Week.

Correspondence with the Jobbing Trade solicited.

The Best Union-Made Five-Cent Cigar in the Market.

Union-Made
All Sizes

Union-Made
All Sizes

M. Steppacher, Reading, Pa.

IS IT A HOLD-UP, OR REALLY A GOOD THING?

The National Cigar Dealers' Plan for Raising Funds from Cigar Manufacturers, Leaf Dealers and All Other Branches of the Tobacco Business.

PHILADELPHIA cigar manufacturers, wholesalers and retailers have, in the past, been spectators of, instead of participants in, the varied experiences and vicissitudes of the National Cigar Dealers' Association, and the indications are that they will continue to be so in the future. Chicago is the headquarters of that organization; and the only other city of much importance which has been involved in the Association's trials and tribulations is New York. Philadelphia has held aloof, and there seems to be no good reason for a change from that attitude.

After Thaddeus H. Howe had been expelled from the position of President by vote of the directors, for alleged disloyalty, and had, in the courts, resisted such expulsion as illegal, he tendered his resignation and Robert E. Lane became President. Mr. Lane and the other directors immediately issued a call for contributions to meet the expenses of carrying out the policies of the organization, The responses were not satisfactory, and he caused to be published an open letter which included the following:

"Among the hundreds of prosperous independent manufacturers throughout the country, the great majority have failed to contribute one penny toward the organization movement. A few, and those by no means the largest and most prosperous, have subscribed liberally, according to their resources, for the promotion of association work, but others from whom we justly feel that we have reason to expect substantial support, have thus far withheld their assistance. The few have done nobly, and the many have done nothing. It should be remembered that 'he gives twice who gives quickly,' and the treasury of the national organization needs funds, and needs them at once. Still further should it be remembered that the association is not looking for charity, but for the financial support to which it believes it is justly entitled."

Still the needed sinews of war failed to materialize, and about a fortnight ago a new scheme was adopted. This consists of an issue of adhesive stamps about the size of a special delivery stamp, these to be used by cigar manufacturers on the inner side of box covers, by leaf dealers on their invoices; also by lithographers and makers of cigar boxes, and by dealers in smoking and chewing tobaccos and smokers' articles. The stamps are to be of different colors for the different classes, but all of the same general design—having the name and trade mark (a flying horse) of the association, the signatures of the President and the Secretary, and, in bold type, the word "Anti-Trust."

The tax on cigar manufacturers amounts to about five cents on each thousand cigars, and the taxes on allied interests are in about the same proportion.

Philadelphia formerly had a Cigar Manufacturers' Association, but it has gone out of existence. Consequently there is no local body to act upon the stamp project, so far as this city is concerned, and each manufacturer will have to decide for himself whether to make use of the stamps of the National Association.

The Tobacco World has interviewed a number of leading manufacturers here, and none of them appear to be particularly favorably impressed with the stamp scheme. They apparently see no occasion for adopting it for protection in Philadelphia and vicinity, and most of them express doubt whether it will be of value to independent manufacturers elsewhere. After the interviewer had talked with several of them, he dropped into a retail store to buy a smoke, and, at once discovered one objection to the projected system which had not occurred to the gentlemen whose opinions he had secured.

The retailer had two show cases. In one the cigars were displayed so that the insides of all the box-covers were visible and any stamps placed on those surfaces would have been plainly seen. In the other case, however, the conditions were different. In order to save room in this case the covers had been turned down in close contact with the backs of the boxes, and nothing of any cover was to be seen except the edge at the hinge.

"I'm not going to take out the box and turn up the cover every time I sell a cigar; I won't do it!" said the dealer. Undoubtedly other objections to the

(Continued on page 19.)

1902 Crop
WISCONSIN
Now Ready

Sutter Bros.
Inc.

New York
Chicago
St. Louis
Havana

E. A. CÁLVES & CO. IMPORTERS OF **HAVANA** 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM,
119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING
GEO. W. BREMER, Jr.
WALTER T. BREMER.
OSCAR G. BOEHM.
Importers, Packers and Dealers in
Leaf Tobacco

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. Weinberg, IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. **Tobacco**

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Importers of Sumatra Tobacco
Cable Address "HIRSCH"
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St. NEW YORK

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

LA FISSEL CIGAR CO.
MANUFACTURERS OF
Fine Union-made Cigars
EAST BERLIN, PA.
Correspondence with Wholesale and Jobbing Trade solicited.

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

E. E. Kahler,
328 to 332 Buttonwood Street
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF
L. P. Kimmig & Co. ***Tobaccos***
153 North Third St., Philadelphia. Warehouses { *LANCASTER, PA.* *JERSEY SHORE, PA.*

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.
—THE TOBACCO WORLD—

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." **Habana, Cuba.**

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

HAVANA PRICES SHOW TENDENCY to INCREASE.

Prospects that Dealers Will Dispose of Their Holdings Before Next Year's Crop Can Influence the Market.

HAVANA, Oct. 26, 1903.

The Havana market has been quite active again, as the number of bales traded in during the past eight days indicate, and prices are not alone very firm, but show a further advancing tendency upon some grades. While the number of actual buyers on the spot is not large, commission houses and American dealers are receiving orders by cable and by mail which help to swell the transactions. As the receipts from the Vuelta Abajo and Partido sections continue very small, and those from the Remedios section are only fairly large, the stocks are decreasing steadily; therefore the outlook for the dealers here is promising enough that they will dispose of their holdings before the 1904 crop can be counted upon as a factor. Vuelta Abajo continues to have the most call, with Partido next, while the middle classes of Remedios are about the only ones which still remain more or less neglected. The buyers for the Spanish Regie are actively buying the lower grades of Vuelta Abajo and Remedios, and cigarette manufacturers here are stocking up with all desirable colas of Vuelta Abajo, paying fairly good prices for all goods that have any sort of quality.

Sales run up to 9000 bales in all, consisting of 4800 Vuelta Abajo, 700 Partido and 3500 bales of Remedios. The United States buyers have taken 5000 bales, and Europe 1500, and for home consumption 2500 bales were written off.

THE 1904 CROP.

The weather is seasonable. Everywhere in the country there is great activity in planting the new seedlings, which are selling at low figures, $1.50 per 1000, owing to an abundance of young plants in the right state to be removed from the seedbeds. The first steps to raise a larger crop in the Vuelta Abajo and Partido have been taken, but there are too many ifs yet to say what the final result will be.

BUYERS THAT COME AND GO.

Arrivals.—Edward Arendt, of E. Arendt & Son, New York; M. Kline, of E. A. Kline & Co., New York and Tampa; O. Reinach, of The Fernandez Company, Tampa.

Departures.—Sidney Goldberg for New York, via Tampa; A. Guedalia for New York; N. E. Guedalia for New York; O. Reinach for Tampa; Paul Levison for New York; Marcelino Perez for New York; E. P. Cardero for New York.

CIGAR MANUFACTURERS.

Many of the independnt factories are as busy as they can possibly be, having no lack or orders, although as the fine tobaccos have been exceedingly high in price, and particularly so on wrappers, the chances are that there will be no money in the business to speak of this year. However, as far as the large factories are concerned they will manage to get over the unfavorable period, trusting in luck that they may recoup next year, while the smaller ones will have to battle hard to make both ends meet.

H. Upmann & Co. are doing a very big business, and their "H. Upmann" brand is gaining more friends every day all over the world. Behrems & Co., of the "Sol" factory, are also increasing their output steadily, having executed one order for 100,000 cigars for Germany alone this past week, besides good sized quantities for the English and United States markets. The cigars of the Rabell, Costa, Vales & Co., of the "Ramon Allones" factory, are being actively distributed all over the United States by the National Cuba Company, and the firm's orders for the "Cruz Roja" and "El Marques de Rabell" for England and Germany, as well as South America, are very satisfactory. Enrique Dorado & Co., of "El Rico Habana," are likewise finding deserved appreciation of their brand in the United States, Canada and European markets. Rodriguez, Arguelles & Co., owners of the famous "Romeo & Julietta" factory, have secured another Vega from Don Agustin Arguelles of San Juan y Martinez, some 287 bales, which, according to the opinion of experts, is one of the finest Vegas which the "tierra llana" district has produced this year. The cigars made by this factory are of an exquisite bouquet, as your correspondent had the good fortune to learn by actual test; therefore it is no wonder that the new owners are marching with flying colors.

BUYING, SELLING, ETC.

H. Upmann & Co. purchased 700 bales of different kinds of leaf and shipped 900,000 cigars.

I. Bernheim & Sons sold 1000 bales of Vuelta Abajo, "tierra llana" district, to local factories, and disposed of 2000 bales of old Remedios from their own escojidas.

Garcia Vega & Carcaba secured 700 bales of Vuelta Abajo factory vegas; their stripping department is actively at work to meet the demands of their San Augustine factory (in Florida), and they are also making regular shipments of

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL HABANA
FABRICA DE TABACOS AMAT VICTORIA CURAM LUIS MARX HABANA
SOL and LUIS MARX
Consulado 91, HAVANA.

JOHN W. MERRIAM & CO.
MAKE

Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG,"
New York.
Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Leslie Pantin, Leaf Tobacco Commission Merchant, Habana, Cuba

O'Reilly 50, P. O. Box 493,

La Flor de J. S. Murias & Co.

of SUAREZ & CO.

Vuelta Abajo Cigars.

Egido Street 2, HAVANA, CUBA.

P. O. Box 431. *Cable: "Suarco."*

WALTER HIMML,

Leaf Tobacco Warehouse

AND

COMMISSION MERCHANT,

San Miguel 62, **Havana, Cuba.**

P. O. Box 397. Cable: HIMML.

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de

Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270. **Habana.**

Cable: ZALEZGON.

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO

Rayo 110 y 112 **HABANA**

S. Jorge Y. P. Castaneda

JORGE & P. CASTANEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 108--110, *HAVANA*

SANCHEZ Y CUETO S. en C.

Sucesores de CARRILES Y SANCHEZ,

Almacenistas de Tabaco en Rama

Specialty in Vuelta Abajo, Semi Vuelta y Partido

AMISTAD No. 93,

Habana, Cuba.

LEONARD FRIEDMAN Y CIA.

Almacenistas de Tabaco en Rama

CABLE—OFFHICKS.

Amistad 126, Habana, Cuba.

JOSE F. ROCHA, Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100, Cable: "Donalles." *Habana, Cuba.*

JOSÉ MENENDEZ,

Almacenista de Tabaco en Rama

Especialidad Tabaco de Partido

Vegas Proprias Cosechado por el

Monte 26, **Habana, Cuba.**

Bridat, Mont'Ros y Cª

Mercaderes 35 Havana

Exporters of Leaf Tobacco and Cigars

Cable Address: Bridat *Post Office Box 310.*

NARCISO GONZALEZ. VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO

10 Angeles St., **HAVANA, CUBA.** P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN H. PRASSE.

FEDERICO NEUMANN & CO.

Commission Merchants

SHIPPERS OF

LEAF TOBACCO and CIGARS

Havana, Cuba.

Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ

Leaf Tobacco Merchants

Principe Alfonso 116 y 118

Cable: "ANTERO." **Habana.**

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

☞SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.☜

P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS

Almacenista de Tabaco en Rama

NEPTUNO NUM. 174

Cable: ONILEVA. *Habana*

Established 1860

El Rico Habano Factory

INDEPENDENT OF ANY TRUST

OF

Enrique Dorado & Co. Vuelta Abajo Cigars

Purveyors to H. M. The King of Spain

Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

J. Lichtenstein & Co.

Leaf Tobacco

131 Water St. *NEW YORK*

Smooth as Well as Rigid; Rigid as Well as Smooth

Such is the table-surface of

Liberman's Latest

Ball-Bearing

Roller Suction Machine

No other machine on the market does such clean cutting, and no other is as practical in any other way.

Nothing to prevent the full swing of the arm in palm-rolling.

Absolutely no streaking of the leaf in cutting.

Send for new blue-print booklet.

The Liberman Manufacturing Company,

Manufacturers of Cigar Making Machinery,

223--5--7 South Fifth Street, PHILADELPHIA, PA.

leaf tobacco, besides their stripped fillers, to San Augustine and New York. They receive tobacco on consignment from the farmers, and are doing a regular leaf business here. Don Pantaleon F. Carcaba is now at St. Augustine, but is expected here in November.

Bruno Diaz & Co. disposed of 800 bales of Vuelta Abajo the past week.

E. P. Cordero left well pleased with his visit, having secured 600 bales of the best Vuelta Abajo factory vegas during his stay.

Gonzalez Benitez & Co. are making good progress, having recently sold 600 bales of Vuelta Abajo and Remedios to their friends here.

Avelino Pazos is still receiving weekly lots from his Tumbadero Escojida.

Sobrinos de A. Gonzalez closed out some 400 bales of fine old Remedios.

Jorge P. Castaned received 500 bales of his Vuelta Abajo escojida, and sold 200 bales at once to Northern buyers.

Charles B. Cameron, of the Waldorf Astoria Company, left on Saturday by the steamship Morro Castle, after having finished his work here in selecting a fine assortment of cigars for his company.

Sobrinos de V. Diaz turned over 400 bales of new Remedios to buyers from Europe.

Leslie Pantin executed orders for his American friends by purchasing 500 bales.

Muniz Hnos & Co. disposed of 300 bales of their fine Montezuelo escojidas to Northern buyers.

Sidney Rothschild, finding it impossible to attend alone to the increasing office work of Rothschild & Bro., in Havana, has retained Max Bloch to assist him.

Garcia & Co. sold 300 bales of their Vuelta Abajo packings.

Charles Vogt, Jr., has been making extensive trips all over the country, supervising his escojida in the Vuelta Abajo and Partidos before leaving here last week.

Walter Himml found no trouble in selling 250 bales of Vuelta Abajo and Remedios.

Leonard Friedman & Co. put through several deals upon which they had been working, and the result summed up 300 bales of their choice Vuelta Abajo escojidas.

Jose F. Rocha disposed of 400 bales of Vuelta Abajo to local factories and to American customers.

Rabell, Costa & Co. turned over 150 bales of Vuelta Abajo to city manufacturers.

Loeb-Nunez Havana Company sold 100 bales of fine old Remedios to an American buyer, besides having other trades closed, subject to registration only during the coming week.

Receipts of Tobacco from the Country.

	Week Ending Oct. 24. Bales	Since Jan. 1. Bales
Vuelta Abajo	1,241	153,692
Semi Vuelta	242	7,961
Partido	781	44,218
Matanzas	6	136
S. Clara & Remedios	3,852	76,197
Santiago de Cuba	278	4,015
Total	6,400	286,219

—A show window without price cards is like a wheel with half a rim.

GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of High Grade Domestic

Cigars

Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA

Capacity 150,000 per Day. Prompt Shipments Guaranteed.

KAUFFMAN BROS.

Manufacturers of

High-Grade Nickel Cigars

LANCASTER, PA.

CROOKED TRAVELER—A Cigar of Special Value

PRINCE VICTOR—A Five-Cent Leader

Correspondence with the Wholesale and Jobbing Trade Invited.

J. E. SHERTS & CO.

Manufacturers of

High-Grade Seed and Havana

CIGARS

Lancaster, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

E. A. KRAUSSMAN

Importer of HAVANA TOBACCO

170 Water Street, NEW YORK

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of Finest Havana Cigars EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES: Kerbs, Wertheim & Schiffer, Hirschhorn, Mack & Co. Straiton & Storm, Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.; Labor King, 5c.; K. B., 10c.

READING, PA.

GEO. W. WERT & CO.

MANUFACTURERS OF

High Grade Union-Made Cigars

No. 14 North George St. York, Pa.

UNION PLANTER 5-cent Cigar is Our Leader.

Prospects at Washington.

Ratification of Cuban Reciprocity Predicted on Apparently Good Grounds.

Washington, D. C., Nov. 2, 1903.

Although but few Representatives and Senators have as yet arrived at the National Capital, it is clearly evident that no stone has been left unturned in the endeavor to marshal the majority in the House solidly into line for reciprocity with Cuba. Newspaper reporters, private secretaries to members of the House and Senate, especially those coming from the West, while "not talking for publication," assert that so much quiet work has been done the past summer among Western members who have hitherto opposed reciprocity with Cuba that there will be practically no opposition to ratification except from the minority side of the House, and on that side it is also evident that the interests of the cotton manufacturers of the South will place several of the Southern delegations in line for reciprocity. Last spring, it will be remembered, the tobacco growers of North Carolina and Virginia entered a protest against the Cuban reciprocity treaty, but up to the present time no representative of this opposition has been heard from here this fall.

Immediately after elections, however, there will be a marshaling of the forces of both the opponents and advocates of ratifications which it is confidently predicted by Senator Cullom, chairman of the Committee on Foreign Relations, will be quickly accomplished by the extra session through a joint resolution originating in the House.

Should this be done (Cuba having already officially sanctioned the agreement on March 28th last), the President will at once announce the adoption of the treaty and the date for putting into operation its provisions.

By the terms of the treaty, as ratified by Cuba, and which it is expected will go into effect early in 1904, all productions and manufactures of that republic now on the list of dutiable imports into the United States are to be admitted into this country at a reduction of 20 per cent. of the present tariff rates, or of any tariff that may be imposed by this country on such articles while this treaty is effective.

On her side Cuba agrees to admit certain productions and manufactures of the United States at three different rates of reduction from her customs tariff.

These articles are classified under three scedules, at reductions respectively of 25, 30 and 40 per cent. Under schedule B are enumerated drawings, protographs, engravings, lithographs, chromo-lithographs, oleographs, etc., printed from stone, zinc, alumnium or other material, used as labels, flaps, bands and wrappers for tobacco or other purposes, and all other papers except paper for cigarettes, and excepting maps and charts.

It is agreed that no tobacco in any form whatsoever produced in the United States or any of our insular possessions shall enjoy the benefit of any concession or rebate of duty when imported into Cuba.

After sugar, tobacco is, of course, our chief import from Cuba, and for nine months of the present year ending September 30 our total imports of leaf tobacco from that island amounted to 16,290 pounds, valued at $7,423,508, an increase over the imports for the same period of 1902, when they amounted to 16,123,594 pounds, valued at $6,681,545.

Imports for the month of September of the present year also show an increase over those of September, 1902, being 1,877,409 pounds imported at a value of $999,300 in the former against 1,606,333 pounds, valued at $818,538 in the latter. It will also be seen from these figures that the average valuation per pound in September, 1902, was a fraction over 50 cents, while the average valuation for imported Cuban leaf in September last was a fraction more than 53 cents.

Our imports of leaf tobacco from all countries for September amounted to 2,421,253 pounds, valued at $1,383,273, which is an increase of 314,300 pounds over such imports for September, 1902.

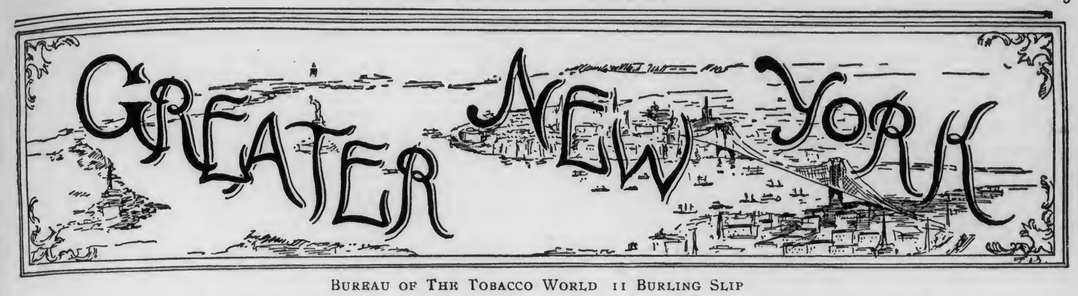
Of this total 446,741 pounds was suitable for cigar wrappers and cost the importers $376,243, or an average of a fraction more than a $1.18 per pound, while all other leaf tobacco imported in September amounted to 1,974,512 pounds and was valued at $1,007,032, or slightly over an average of 51 cents per pound.

Our imports of cigars, cigarettes and cheroots for the month of September last amounted to 39,484 pounds, valued at $181,033 as against 38,887 pounds imported in September, 1902, valued at $208,023.

Of all other manufactures of tobacco we imported during September last $16,861 worth as compared with an importation of $8349 worth during September, 1902.

If Secretary Wilson succeeds in his avowed intention of finding climates and soils and conditions in this country for raising successfully all the finer grades of tobacco, as well as the lower grades, in sufficient quantities to meet our wants we shall in a few years cease to be importers of tobacco to any commercial extent at least. The Secretary is very enthusiastic over the possibilities of Texas as a tobacco producing State, and that the experts of the United States Agricultural Department, who have been conducting the experiments in tobacco growing in that State believe their own statements in regard to its great success is evidenced by the resignation

(Concluded on page 24.)



BUREAU OF THE TOBACCO WORLD 11 BURLING SLIP

There is preparing in this city for exhibition at the Louisiana Purchase Exposition, in St. Louis next year, an allegorical-historical tobacco exhibit, which promises to be unique. A large amount of space, it is said, has already been allotted for the exhibit, and the men, women and children who are to be utilized in the display, are being rehearsed in a large hall in Brooklyn. There is a purpose, and an animus, in this proposed exhibition. The purpose is educational. The exhibitors hope to teach all persons of American birth or citizenship the value of tobacco, both as a refining agency in modern civilization, and also its enormous value to the whole people as a producer of revenue. The animus is anti-trust, the aim being to teach the people that if the tobacco business of the United States becomes in fact a monopoly there will be small reason to hope that those who shall hereafter manage the affairs of such a monopoly will give the public really worthy merchandise in exchange for its money.

Some of the details of the proposed exhibition are as follows: The employment of a very beautiful woman, in appropriate Indian costume, to personify the goddess of tobacco, with attendant nymphs typifying the tobacco spirits of other lands—Turkey, Russia, Sumatra, Algiers and other countries where tobacco is grown, but the goddess' closest personal attendants will be young girls, representing respectively Cuba and the tobacco growing States of the United States—Kentucky, Virginia, Georgia, North Carolina, Missouri, Ohio, Florids, Pennsylvania, Wisconsin, Maryland, Connecticut Massachusetts and New York. Each young woman will distribute anti-trust literature to visitors. Much of this literature has already been written, and is remarkable for the clearness with which points against the trust are made; for the sparkling wit with which it abounds, and for the amiability and good nature it displays throughout. The highest officer of the American Tobacco Company could read these pamphlets and enjoy them without taking offense.

The exhibit will very appropriately be a symphony in browns. Gradations of brown will be shown from the "Boston light," known to Sumatra buyers, to the blackest of Green River "lugs." Every type of leaf grown in any part of the world, handsomely framed and covered with glass and properly and plainly labeled will be on view, and the virtues and uses of each will be made clear to questioners.

Excellent likenesses of all the men and women famous in the history of tobacco will be part of the decorations.

Miniature tobacco farms, showing the methods of culture, in different parts of the world, will be shown. A prominent place is to be reserved for a farm on Mount Lebanon. Altogether the exhibit at the Louisiana Purchase Exposition in St. Louis next year promises to be picturesque and interesting.

* * *

Maskoff Bros., of 178 Broadway, have made one record in the price-cutting line which the so-called trust stores have not yet attempted. In the trust stores the price of Beween the Acts is always 10 cents. Maskoff Bros. are selling a box of Between the Acts and a box of St. Legers for 13 cents. For a box of either brand alone their price is 10 cents. Mr. Maskoff tells me he is not losing any money in selling a box each of these brands for 13 cents, and that his object is to introduce the St. Legers to the favorable notice of smokers.

"If I merely show a box of St. Legers to the man who comes in for a box of Between the Acts," said Mr. Maskoff, "I am not doing anything original, for that is the sort of thing that most anti-trust stores are doing. Neither am I doing anything that will forcefully recommend the St. Legers, but by cutting the price to 13 cents for a box of each of the two brands I am making a direct appeal to the pockets of my patrons. They will pay 13 cents for the two boxes, and will smoke the St. Legers as well as the Between the Acts, which is just what I want them to do, for I have great confidence in the merits of the St. Leger brand."

The smoking public is so large and the number of retailers who cater to its wants is so great that a campaign in the interest of any brand, such as Maskoff Bros. have inaugurated in favor of the St. Leger, in order to be successful would be enormously costly. Maskoff Bros. are doing all that they can, and are doing it with a will.

New York has been described by many a retail merchant as one big pig. It will always snap up bargains, and at the same time is no fool. It no longer believes it is getting 10 and 15-cent cigars for 6 cents, and gradually it is being borne in upon the consciousness of price cutters that the public is fast losing its respect for some well-known old 10-cent brands which have been reduced to 6 cents.

"We are getting 5-cent cigars for 6 cents," say the skeptical and the cynical, "and we are getting tired of being stuck. Formerly a 10-cent cigar was a 10-center, but nowadays God only knows what kind of dope we are getting for our 6 cents."

* * *

Among out-of-town visitors to New York last week were Fred G. H. Woerner, the well-known jobber of Manayunk, and Asbury Davis, of F. A. Davis & Co., of Baltimore.

* * *

Did you knowsky that the borough of Brooklynsky had a Water streetsky of its ownsky? Flushing avenue, near Broadway, is the thoroughfare thus referred to, and it has earned the name of the Water street of Brooklyn, because a number of young men have established themselves in the leaf tobacco business there. They appear to be doing so well at it that they are already referred to as Polacks. Nowadays everybody who is successful in the cigar or cigar leaf business is a Polack, unless he is a North Carlinian, and both Poland and North Carolina have given the world of tobacco some remarkably bright and successful men. The leaf merchants of Flushing avenue, Brooklyn, are as industrious as they are intelligent. There are at present only a half dozen or so of them, and the public to which they cater is limited in number and itself struggling upward, but by-and-by there will be more than half a dozen leaf merchants in Flushing avenue, and their home customers will be numerous, and some of them are bound to be rich, for Brooklyn is a great town for helping along its own citizens. Besides, it does not appear to be the design of Providence that either the leaf business or the cigar manufacturing business shall drift into the hands of any one set of men, or be concentrated in one town or one section of the United States.

* * *

The R. A. Patterson Tobacco Co., of Richmond, Va., is advertising its Lucky Strike sliced cut smoking tobacco largely and attractively in the daily newspapers of this city. To my mind the happiest part of the advertisement is the publication of the opinion held of Lucky Strike smoking tobacco by Dr. G. Tucker Smith, surgeon of the United States Navy, who says that Lucky Strike is the most satisfactory pipe tobacco he has ever used.

* * *

Jose M. Diaz, of Bustillo Bros. & Diaz, has returned to the New York headquarters of his firm, after a visit to his Western trade as far as the Pacific coast.

* * *

Nathan Starr, of Starr Bros., left for Havana on the Morro Castle on October 31, for the purpose of securing a supply of Havana leaf for his trade. The fact that this progressive young firm is about to add a Havana department to its leaf business will be gratifying news to its customers and friends.

MENNO M FRY & CO.

In Lancaster, Pa., Menno M. Fry's new partners, S. N. Root, P. W. Baker, C. E. Long and H. P. Taylor, in the firm of Menno M. Fry & Co., are rapidly advancing the prosperity of the long-established business. Lancaster will continue to be the headquarters, and, after January 1, the office and sample rooms will be located in the Woolworth Building. The warehouses at Landisville are to have a storage capacity of 10,000 cases. Better service than the patrons of the house have been given in the past seems almost impossible, but the additional facilities will undoubtedly result in whatever improvement in that respect can be made.

—The late Christian Peper, of St. Louis, who made his money in tobacco, left about $4,000,000 to be equally divided among four children.

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

TOBACCO SIFTINGS FOR SALE.—Address SIFTINGS, Box 25, care of The Tobacco World, Phila. 10-14-4t

WANTED—Experienced Salesman for Eastern Pennsylvania by Leaf House handling full line. Address, with particulars, DEALER, Box 18, care of The Tobacco World, Philadelphia 1t

EXPERIENCED Leaf Tobacco Salesman wanted. Address C. A. ROST & Co., Red Lion, Pa. 1t

JOB LOTS OF CIGARS WANTED for sale by a prominent brokerage firm. Any quantity. Prices must be low and goods salable. Address Box 22, Care of The Tobacco World, Philada. 10 21-11t.

JOB LOTS of Cigars Wanted, in cheap long filler goods, light in color, as well as medium and better grades. Goods must be cheap and saleable. Address JOB LOTS, Box 17, care of The Tobacco World, Philadelphia. 1t

A CIGAR BROKER is open for a line of Cheap and Medium Pennsylvania goods, Union and Non-Union, for Colorado, Utah, Wyoming and New Mexico. Only first-class manufacturers desired. Address L., Box 16, care of The Tobacco World, Philadelphia. 1t

A PROMINENT Cigar Broker desires to correspond with Pennsylvania manufacturers of Low and Medium grade goods with view to representation. Union and Non-Union cigars required. Large outlet assured to first-class factories with proper prices. Manufacturers with novelties especially desired. Address, Box 23, Care of The Tobacco World. 10-21-4t.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Utrecht.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

HAVANA TOBACCO COMPANY
111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Ynclan	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguedad
La Flor de Naves	El Aguila de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murias
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estella	J. S. Murias y Ca.
	H. de Cabanas y Carbajal.	

LEOPOLD SCHMID FRANK LANGE
L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ENOS SMITH

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

L. J. SCHOENER. CABLE ADDRESS "TACHUELA"
L. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

HAMBURGER, BROS. & CO.
Havana,
Porto Rico,
Sumatra,
Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

PHILADELPHIA

LIABILITIES OVERSTATED.

The rumors circulated in regard to the failure of the D. B. Long & Son corporation, of Lebanon, Pa., were greatly exaggerated as far as the liabilities were concerned, the total obligations being, in fact, less than $25,000.

ON A TRIP TO CUBA.

Leopold Loeb, of the Loeb-Nunez Tobacco Co., accompanied by his son, Arthur, and John N. Kolb, of the Theobald & Oppenheimer Co., started Monday for Havana, via Tampa. They will spend two days in Tampa, where they have a factory, and will be back in Philadelphia in about three weeks.

ALMOST IMPRISONED.

M. B. Slavin, of 1540½ Frankford avenue, not only refused to pay $6.50 for Sunday cigar selling when fined by Magistrate South on September 20, but stoutly asserted that he would never pay it. Accordingly an execution was issued against his person, and late last week an officer started with him for the House of Correction. At the gates of that institution Slavin concluded that it was better to pay than be jailed, and he secured release by parting with several dollars more than the original penalty, the costs having been materially increased by the additional proceedings resulting from his refusal.

INSURANCE MEN S WARNING.

The local Underwriters' Association has issued a notice which includes the following:

"The use of Christmas greens, harvest specimens and other inflammable materials, such as draperles, scenery, cotton to represent snow, and the like (especially in connection with electric and other lighting systems), is decidedly an increase of hazard, it being impossible to make displays of that nature perfectly safe. One of the conditions of the insurance policy is that:

"'The entire policy, unless otherwise provided by agreement endorsed hercon or added hereto, shall be void, if the hazard be increased by any means within the control or knowledge of the insured.'

"The making of such displays would, therefore, under a strict interpretation of the conditions of the policy, render the contract of insurance void, unless the policy is endorsed with a special permission for the increased hazard, which will generally be granted only in consideration of an additional premium commensurate with the hazard."

IN SUNDAY DRAG NET.

Week before last there were no trials of cigar dealers for doing business on Sunday, but last week the product of two Sundays' work with the dragnet was examined by Magistrate South. The reason of the departure from the usual rule was that the managers for the Sabbath Association wanted to have two new informers secure as much evidence as possible before cigar dealers could have an opportunity to identify them by being in the courtroom during testimony given by these new informers. The names of the two are entered on the Magistrate's record as J. Richardson and John Rogers. The following named were fined $6.50 each for violations on both Sundays:

J. Aussprurg, 109 S. 11th st.
J. Bayuk, 601 Walnut st.
J. H. Batzofin, 12th and Vine sts.
M. Bendett, 614 Fairmount ave.
J. Detrich, 225 S. Broad st.
A. H. Faust, 229 N. 9th st.
Stanley Field, 232 S. 10th st.
J. D. Farrakes, 9 Market st.
J. Georgitsos, 105 Market st.
M. Gurenetz, 344 N. 8th st.
A. F. Greene, 264 S. 10th st.
A. Greenburg, 223 S. Broad st.
M. Lipshitz, 10th and Arch sts.
A. H. Lauer, 8th and Walnut sts.
Charles P. Mund, 1223 Market st.
W. F. Pfautz, 9th and Walnut sts.
George W. Steele, 13th and Poplar sts.
V. Nicholas, 228 S. 10th st.
E. J. Snebnel, 161 N. 9th st.
Samuel Smith, 1407 Filbert st.

Those who escaped with payments of $6.50 instead of $13, there being but one charge against each of them, were:

A. Assa, 1601 N. 8th st.
E. Abeles, 730 Oxford st.
H. W. Beck, 246 N. 8th st.
S. Bibo, 990 N. 2d st.
E. Cohen, 934 N. 2d st.
M. Cabellero, 1312 N. 15th st.
H. Cohen, 616 Columbia ave.
T. B. Donenbarger, 1120 Oxford st.
H. Dettra, 10th and Oxford sts.
Peter Garner, 411 Oxford st.
Isaac Tinkelstein, 970 N. 2d st.
John Getz, 1551 N. 4th st.
Benjamin Herold, 809 Columbia ave.
Jacob Haug, 1312 Oxford st.
Ralph Hart, 709 Oxford st.
Isaac Levin, 1022 N. 2d st.
C. E. Levey, 4364 Frankford ave.
B. G. Nichols, 914 Columbia ave.
P. Gettner, 101 Oxford st.
W. G. Peterson, 1018 Oxford st.
F. Paul, 1019 Oxford st.
P. Podolnick, 4th and Callowhill sts.
J. Pot, 247 S. 11th st.
A. Runge, 100 Delaware ave.
A. Runge, 2 Market st.
B. Rottenberg, 11th and Callowhill sts.
F. Rosenberg, 250 N. 8th st.
E. C. Rahme, 38 N. Broad st.
Charles Ritchie, 1724 N. Broad st.
J. Bayuk, 129 S. 10th st.
M. Brown, 323 N. 10th st.
J. D. Farmakis, 1211 Market st.
J. P. Farmakis, 701 Market st.
J. P. Farmakis, 208 N. 8th st.
M. Goldberg, 7th and Arch sts.
P. Haubert, 46 N. Delaware ave.
W. M. Stanbough, 15th & Columbia av
George Sturm, 8th and Columbia ave.
M. Schmelzle, 812 Oxford st.
M. Y. Slavin, 4540½ Frankford ave.
C. S. Shaw, 248 N. 8th st.
J. Smedley, 1433 Filbert st.
B. Tucker, 1106 Germantown ave.
P. Tunis, 708 S. 8th st.
Chas. H. Voigt, 1728 N. Broad st.
B. Van Leer, 114 S. 8th st.
J. F. Wagner, 9th and Oxford sts.
J. L. Weinstock, 820 Callowhill st.
Joseph Way, 1105 Market st.
J. Weinberg, 600 Columbia ave.
H. Ziegler, 719 Oxford st.
S. Zarokas, 637 Market st.
William Leuck, 1613 Germantown ave.
L. Rossman, 1103 N. 2d st.

MOSTLY PERSONAL.

S. L. Johns, of McSherrystown, Pa., was in Philadelphia early this week.

Several large Havana deals were closed last week by the Loeb Nunez Havana Company.

R Schatz is to open a new store on South street, between Tenth and Eleventh streets.

Of B. Labe & Sons' recent Sumatra importations 120 bales arrived in Philadelphia from New York on Monday.

H. B. Grauley & Co. will, on January 1, move from 527 Chestnut street to the north-east corner of Sixth and Chestnut streets.

Thomas Moloney, of Oblinger Bros. & Co., has been absent from the city about a fortnight on a pleasure trip, including St. Louis and Denver.

William H. O'Keefe's branch store at 403 Market street is to be given up by him because of a change of lease. His principal store is on South Fifth street.

A store is to be opened at 4115 Lancaster avenue by the Pennsylvania Cigar Stores Co., William S. Catlin manager. The opening will take place Saturday night of this week.

Albert Hoover, one of the agents of the Sabbath Association, has been fined a second time—this time by Magistrate Fletcher—for engaging in worldly employment on Sunday, by collecting evidence against cigar dealers.

The dinner given Saturday evening at the Union League by Felix Eckerson was enjoyed by about thirty of his friends. City Treasurer J. Hampton Moore was the toastmaster, and speeches, to which Mr. Eckerson responded, were made by Senator Robert R. Derdon, Col. C. C. Knight, Alfred Fitler Moore, Frank Dillingham, William Haines, Captain J. Kaiser, J. K. Bougher, and Charles S. Hawkins.

PHILADELPHIA LEAF MARKET

The only noteworthy change in the local leaf market during the past week has been in the increased demand for 1902 Wisconsin and 1902 Pennsylvania. In the former, especially, inquiries have been numerous and sales of from 800 to 900 cases are reported, one sale having been of 400 cases, while the others varied from 50 to 100 each.

Exports.—London, 21 tcs. tobacco.

IS IT A HOLD-UP, OR REALLY A GOOD THING?

(Continued from page 6.)

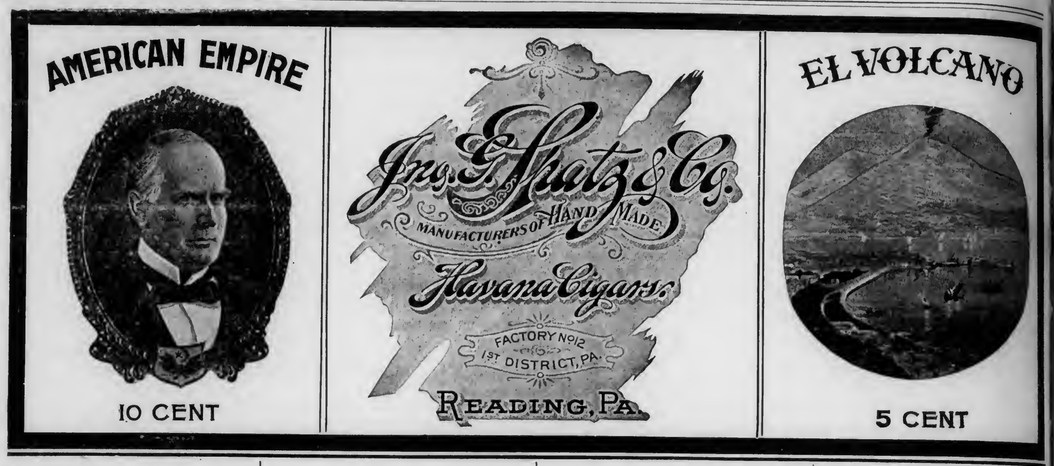
stamp plan, not yet thought of, will be discovered.

The first visit made by the interviewer was to the factory of Heymann & Co. When he had introduced the subject to the senior partner, Joseph Heymann, and before he had explained that he was a newspaper man and not an agent of the National Association, Mr. Heymann asked, "How much do you want?" mistaking him for the latter. The misunderstanding having been explained, Mr. Heymann said that, while he saw no occasion for any protection such as was proposed, he would buy and use the stamps if they were adopted by other representative men in the business. He knew of no independent factory of any consequence that was not busy, and he had all the business he could take care of without adoption of any new feature. "If the Trust wants the stamps," said he, "it will get them, or something which looks very much like them. I believe the best policy for an independent manufacturer is to do business on his own hook. Quality wins! If he's got the right kind of cigars, he can sell them. The tax is small, but still on an output of ten million cigars it would amount to considerable in the course of a year."

At the Eisenlohr establishment on Chestnut street, no great enthusiasm over the stamp plan was shown. "We don't want to fight the Trust or any other organization, or anybody in the business," said Otto Eisenlohr. "We have been absolutely independent in the past and we shall," he continued, "remain so. Yesterday afternoon I talked the matter over with two or three other local manufacturers and none of them thought there was much, if any, reason for using the stamps. Our firm certainly will not use them. We shall put nothing more on our boxes than we have heretofore. Even when one of our customers wants an extra label put on boxes we refuse."

Richard T. Gumpert of Gumpert Brothers, was not disposed to assert that the plan would not prove a good one. He believed that if a reasonably

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York



large number of manufacturers should adopt the plan at the start others would follow; but, as far as he was concerned, he believed he would be just as well off, and better off, to wait. The final decision in the matter, he believed, would rest with the distributers. Whatever the distributers represented as necessary to dispose of goods, manufacturers would comply with, if within reason. "It," he said, "the new scheme appeals to the distributers it will be adopted. Personally I don't care a picayune. Nearly all of my cigars go direct to the retailers. The stamps would be of no use to me with the exception of certain sections, where the anti-trust sentiment is strong."

W. K. Roedel was at first disposed to look upon the stamp project as an attempt at extortion, and pronounced it an outrage, but, later was disposed to look upon it as one having possibilities of good. He spoke of himself as a small manufacturer and as willing to adopt any plan which would benefit the trade as a whole, or reject any which others in the business, whose opinion he respected, were disposed to condemn. As a "small manufacturer," as he modestly calls himself, Mr. Roedel is representative of hundreds of thousands, all of whom have reason to be greatly interested in the question now under consideration.

Mr. Blumenthal, of Jeitles & Blumenthal, raised the objection that some retailers would refuse to buy cigars in boxes bearing an anti-trust stamp, while others might insist upon use of such stamps. He spoke of the independent Chestnut street cigar stores, in none of which was to be found a Cremo or a Cubanola, or any cigars of other brands under the same control. Outside of the stores of the U. C. S. Co., these cigars were to be found only at corner grocery stores, barber shops and other neighborhood places. He failed to see what great good the National Cigar Dealers' Association could accomplish, even if it raised all the funds it sought. Anti-coupon laws might possibly be secured, but there would be no way to prevent special inducements such as the giving of a certain quantity of goods "free" with each supply directly paid for. Use of the stamps, he believed, would advertise the very organization against which they were intended to be used. Anti-trust sentiment he didn't believe to be very strong any way. He had personally seen Union cigar makers patronizing a U. C. S. Co. store, where no union goods are sold. Philadelphia smokers were, he said, discriminating and fastidious. They wanted good cigars and most of them would buy what pleased their taste, stamp or no stamp. The proposed stamps would, he believed, injure, rather than help the sale of ten cent cigars, and the same would be true of five cent cigars in many instances. Some of his firm's customers might prefer cigar in boxes with stamps, while others would refuse to accept such boxes, and a lot of trouble would be created in that way.

"The stamp project is the biggest piece of nonsense yet!" So said Mr. Neumann, of Morris D. Neumann & Co. "The only way to fight the Trust," he added, "is for every man to attend to his own business and put up the best article he can for the money. Let the Trust alone! Don't advertise it!"

When asked his opinion, George W. Weaver, of H. M. Weaver & Son, said: "We're got enough on our boxes now. Although our factory is a union factory we don't use the union label; and we have no use for any anti-trust stamps."

AMONG LEAF DEALERS.

While disapproval of the stamp project is quite general among cigar manufacturers, there seems to be much less unanimity among leaf dealers, although almost none of them express a belief that it will be successful.

At Dohan & Taitt's the opinion was expressed that the movement would not amount to anything or be adopted by any considerable number of leaf dealers.

Julius Vetterlein smiled good-naturedly and indulgently when the subject was brought to his attention and said that while he couldn't see how much good could be secured by use of the stamps he wasn't prepared to express himself definitely. He preferred to remain non-committal until he had become more familiar with the details.

M. Rosenberg thought the plan a good one if use of the stamps could be made universal. Much was to be said in its favor, and he thought the matter should be brought before the Philadelphia Leaf Tobacco Board of Trade for action.

E. A. Calves, of E. A. Calves & Co., was willing to enter into an agreement to use the stamps if the other leaf dealers in the field covered by his firm, particularly Philadelphia, would do so. Any one dealer to adopt the system alone, or one of a few, would be handicapped. Before such adoption some definite statement of how the money raised was to be used should be given.

"It's a good thing! I'm in favor of fighting the Trust! If we adopt the system we should begin right and all the leaf dealers should go in together." These opinions were expressed by S. Loeb, of the Loeb-Swartz Tobacco Co.

Said Mr. Young, of Young & Newman: "I think a fund should be raised, and the stamp-plan is the best way of raising one. The plan is one that affects the cigar manufacturers directly; but it also affects leaf dealers and men in other lines connected with cigar manufacturing. The cigar manufacturers should act in the matter first."

"There'll be very few buyers of the stamps," was the opinion expressed at B. Labe & Sons. "The men in the cigar and leaf trade who go ahead and mind their own business are doing well and don't need any stamps. We are not buying a nickel's worth."

Felix Eckerson, of F. Eckerson & Co.: "The item of expense is small. If the plan helps anybody I'll be glad to go in, provided the others do. One objection which may be raised is that whoever keeps the record of issue of stamps will be able to learn just how much business is done by any individual or firm to whom stamps are sold."

"Do I intend to use any of the stamps?" repeated K. Strauss, of K. Strauss & Co. "No; not a stamp. In the first place I wouldn't put myself to the trouble of using them. It's a funny way of raising money. I know I'll not use the stamps."

Harry W. Bremer, of Lewis Bremer's Sons—"I think the plan a good one. It is a pity manufacturers cannot see it is in their interest. It should be taken up first by the manufacturers, and the leaf dealers should help them in every way. We're all fighting for one thing, and that's—Business."

At C. D. Jones & Co.'s a hearty willingness to aid in any movement which would benefit the independent manufacturers was expressed.

Milton Herold, of the Loeb-Nunes Havana Co., had little faith in the project For thirteen years, he said, he had known of movements more or less similar, none of which had amounted to anything. He couldn't see what there was for anti-trust men to fight.

George Burghard saw nothing in the plan which appealed to him as good business policy and he disposed of the subject by saying, "I don't approve of it."

L. G. Hausserman, of the firm of L. G. Hausserman & Sons, is of the opinion that, with about one-third of the total receipts of leaf dealers going out in duties, taxes, etc., there is no good reason for encouraging any movement which will increase the expense of doing business.

S. Weinberg expressed the opinion that the use of anti-trust stamps would neither aid nor injure his business, but said he was perfectly willing to use them if they were adopted by others in the trade.

At the Valencheck Brothers' place of business the position taken was the same as that of Mr. Weinberg.

The Empire Leaf Tobacco Co. has no use for the stamps. "If the association wants to fight the trust, it can do so without our help," said one of the members of the concern.

At D. Pareira & Co.'s the project was condemned, and there evidently was no market for anti-trust stamps.

L. P. Kimmig, of L. P. Kimmig & Co., said he hadn't looked into the matter, and couldn't say what his decision would be.

Several cigar manufacturers and leaf dealers whose opinions were sought by the Tobacco World could not be found at their places of business, although repeated calls were made, but in next week's issue the views of additional representative men will appear.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in Leaf Tobacco
Lancaster, Pa.

J. W. BRENNEMANN,
Packer of and Dealer in
Leaf Tobacco
MAIN OFFICE,
Millersville, Pa.

United 'Phone: { No. 931 A, Millersville. / No. 1803, Lancaster.
Lancaster Office, 110-112 W. WALNUT STREET

PENNSYLVANIA TOBACCO WORKS
128 North Tenth Street,
READING, PA.
Manufacturers of A Fine Line of
Chewing and Smoking Tobaccos
For Wholesale and Jobbing.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER. PA.

IRREGULAR PAGINATION

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON, Factory Representative for Penna. 1133 Ridge Avenue, Phila.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUHLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

A sure cure for Dry Cigars and Tobacco.
A cure for foul, slimy, Sponge, Cotton and Felt.
The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.
Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock.
No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities.
No. 3 for tobacco pails. No. 4, Pans 5½x7½x2½ to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 7½x7½x1? for each wall case shelf; 7½x18x4½ for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.
O. R. RICE & CO., 103 East 14th Street, NEW YORK.

Fire Loss in Reading.

Bales of Havana and Sumatra Burned, But Not By Smokers.

Reading, Pa., October 30, 1903.

Because of damage done by smoke to two bales of Havana and one bale of Sumatra tobacco and other stock, Leo I. Krug, cigar manufacturer here, estimated the loss at his cigar factory, 10 North Ninth street, at a fire last week, at $1400. He says that the three bales of leaf, which were in the cellar, are a total loss to him. A number of cigars were ruined, and the floor, shelving and casing were charred. As to the origin of the fire, Mr. Krug said that ten minutes after he had filled a cigar lighter with gasoline a man came running out of the packing department and informed him of the blaze. He rushed into the retail part of the store and with a cushion tried to smother the flames, which were about the cigar lighter. The cushion caught fire, and Mr. Krug ran into the yard with it. His hands were so badly burned that big blisters cover them. They are swathed with bandages. The fire was put out by the fire department after it had gained some headway, but most of the damage was by water and smoke. Insurance covers both stock and building.

Cigar Manufacturer Sam Hantsch has added several hands to his already large force. He reports trade brisk in stogies, and will give special attention to this branch of the business during the coming year. He makes large shipments direct to the stogie district around Pittsburg and to West Virginia daily.

The factory of Stewart, Newberger & Co. has been unusually busy this fall, and is running overtime, owing to big orders received. The trade outlook is regarded as bright. Sales are away ahead of those for the corresponding period of last year.

P. H. Hildebrand is very busy and has added several new hands. His leading brands are the Colonial Orator and the Don Rex.

Internal Revenue Collector W. Cranston had a busy time arranging his work so as to take his vacation this week. He covered the city and county thoroughly and made a great record of visits to cigar factories and other establishments under his supervision. Two new cigar factories were opened by his authority before he left, those of J. B. Graybill at Sinking Springs, and John K. Steffy at Lyons Station. Both will employ a number of hands.

Lewis Rhoads opens a cigar factory at Fleetwood, this county, this week, and employs five hands for the start. He filed his bond with Collector Cranston.

Sheridan & Co., who moved their factory here from Chicago, are very busy at present, and employ an additional number of hands. They make a specialty of fine hand-made cigars.

Samuel Ream has returned from a successful business trip through the Western part of the State and reports business good.

The employes of Yocum Bros.' cigar factory are working day and night, and the present force numbers about 450.

A. W. Lawson, proprietor of the largest pool room here, has completed a number of alterations to his business place. He has six pool tables and one billiard table, and also carries a full line of the best cigars. A pool tournament started recently is drawing large crowds nightly. Five handsome prizes will be awarded to the winners. There are 20 entries.

The Mohnsville Cigarmakers' Union is in an unsettled state. Last week some of the hands in C. M. Yetter's factory asked for an advance in the price per thousand on certain grades of cigars. One of the men stated that the scale of prices paid by Mr. Yetter on these grades is lower than the scale of prices received by the union in Reading on the same grade of cigars. On an appeal of the Reading Union to the International president, that officer has ruled that the Mohnsville Union raise its scale of prices to that of the Reading union. The advances have been asked for, but have been refused by Mr. Yetter, at least, until he can ascertain whether his trade is willing to pay an advance on the price of the cigars in question. In the meanwhile, 65 hands have been paid off and are out of work. At one time a strike seemed imminent, but wiser heads prevailed, and quiet was restored.

Busy Cigar Men in York.

New Factories Going Up and Old Ones Being Improved—Cigarmakers Scarce.

York, Pa., Nov. 2, 1903.

Daily advertisements for help wanted by cigar manufacturers tell the tale of extreme need in this direction in every factory, large and small alike. It is this scarcity of help which prevents many orders from being filled promptly and necessitates the turning down of others.

A telling effect of the prosperity among manufacturers is the reports sent in of new factories and improvements in every section of the county, necessitated by increased orders.

B. S. Taylor, in Yoe, is enlarging his warehouse, in order to meet the growing demand for more storage room in the leaf tobacco business.

C. E. Leber has built a new factory at Delroy, and will move into it in a short time.

The new box factory of Henry Hoke,

TO OUR CUSTOMERS
Our factory was completely destroyed by fire on Oct. 3d, but have for the present time fitted up temporary quarters and are again in a position to supply the trade with anything in the line of
Cigar Manufacturers' Supplies
Will be able again to furnish the Best Cigar Mold in a very short time.
PLEASE REMEMBER:
Our Goods are Right; Our Prices are Right; We Treat You Right.
Awaiting your further commands, which we promise shall have our prompt attention, we beg to remain Faithfully yours,
THE STERNBERG MANUFACTURING CO., Davenport, Ia., U. S. A.

ner, on Howard avenue, into which he has just removed, has a capacity, through the aid of the latest machinery, of 10,000 boxes daily.

A factory inspector stopped night work last Thursday at Kauffman's cigar box factories. The order grew out of the violations of the State law prohibiting an excess of individual labor over 60 hours a week.

B. F. Strickler, the scrap machine manufacturer of Ben Roy, is away on a business trip in the West, and will be absent several weeks.

I recently wrote of the serious illness of Samuel Price, a local manufacturer, and his removal to the hospital. His many friends are much grieved over the announcement of the sudden death of his wife, while the serious condition of the sick man makes it necessary to withhold the sad intelligence from him. Nine children are left motherless, and the sympathy of the community is with them and the stricken husband.

R. M. Granat has recovered from a recent attack of pleurisy, and is again able to be about.

Visitors to the trade this week were: J. E. Shepherd, of Miller & Shepherd, Hartford, Conn.; J. R. Miller, formerly with the Benninghaus Tobacco Co., Baltimore, Md.; Mr. Kieff, of Westfield, Conn., and John Ryan, with the Central Lithograph Co., Cleveland Ohio.

Trade-Mark Register.

ANCHOR. 14,254.
For cigarettes. Registered October 27, 1903, at 3 p m, by Harry Dash, Philadelphia.

HONEY ROLLS. 14,255.
For chewing and smoking tobacco. Registered October 28, 1903, at 9 a m, by the Pennsylvania Tobacco Works, Inc., Reading, Pa.

MAM'SELLE NAPOLEON. 14,256.
For cigars. Registered October 31, 1903, at 9 a m, by F. V. Eshleman, Philadelphia.

UNION CLIPPINGS. 14,257.
For chewing and smoking tobacco. Registered November 2, 1903, at 9 a m, by the Pennsylvania Tobacco Works, Inc., Reading, Pa.

REJECTIONS.
Prince Alert, Speedway, Union Brotherhood.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

The Roman Club, Smoke Makers, White Dog, 1-20-4 Bleecker St., N. Y., Lady Lacey, Allettes, Adam Prime, Al Wright, Gilt Edge Bon, Rag-A-Long, Tinkham Bros.' Diplomatico, Tulipan, Resignacion, El Glovo, La Usana, Army Blue, La Follette, Lady Fairfield, Capt. Algernon, Sartoris, Drug Clerk's Cigar, El Corsicano, King Farmer, Jolly Planter, Cuban Major, Yelva, Flor de Silvela, Thomas Cope, Claramente, El Clarinero, Watcher, Congo Belle, Brig, Laughter, Stoneywald, John Cannon, Queen Isyl, Belle of Coney, Inflexible, Black Lion, La Roque, Incontestable, The 5 o'clock, White Maid, The Draftsman, The Amuser, Stake Holder, Nickel-In, First Edition, Van Dam, Morrisson's Cabinet, The Aristocrat of the Pipe, Takado, Seal of Orange, Wise Boy, Connecticut Pride, Dream Girl, Lonida, Arco Iris, Callant, Flor de Pachinakis, Willsmoke, La Vendor, Rays-On, Doctor Needham, Malachowski, Becoved, The Prince of Sporting Writers, Henry D. Lloyd, Wabesa, Gegonesa, Trade Tips, Don Caruso, Wm. C. Bond, Humphrey Davy, William Drury, William J. Duane, Wm. C. Endicott, Union Issue, Julia Dean, Major Whistler, Bill Butts, Duke of Milpitas, Sobieski, Vio Mae, L'Indipendenza Italiana, Turkish Trophies, 3Fs, F. F. F., Flint-Flushing Fenton, Maxim Gorki, Anona, Sacaweja, La Tensencia, Tea King, Tiger Tan, Trytonic, Rumpus, Elijah III., Lord Barrington, Uneeda Smoke, Our Sheriff, James D. Merritt, Top Sail, Topsel.

Tobacco Cures Dumbness.

F. M. Wolf, a farmer near Muncie, Ind., who has been dumb for more than two years, is now able to carry on a conversation as the result of chewing tobacco for several hours. Two years ago last June Wolf was struck by lightning and from that time until last Saturday had been unable to utter a sound. Physicians said his vocal organs were permanently paralyzed. Last Saturday night Wolf dreamed that if he took a chew of tobacco he would be able to speak again. When he arose in the morning he told of his dream by writing it. In a joking way he was told to try it. Wolf says he did not regard it as a joke, and took a chew. He had been an habitual user of tobacco before the accident which deprived him of his speech, but afterward the habit became annoying to him and made him sick. A few hours after he had taken the tobacco he was able to make slight vocal sounds, and continuing chewing, was soon able to talk.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. JOHN E. OLP, Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1885.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

They are gracious to the nerves

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more—but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

PROSPECTS AT WASHINGTON.

(Concluded from page 12.)

of Mr. Self from his position as expert of the Department, in order to devote his whole attention to raising tobacco on the farm which he has purchased in the Willis section.

Mr. Wilson will ask for the continuation of the appropriation for experiments in tobacco growing. Several States are anxious to have experiment undertaken by the Department in connection with the State experiment work and he hopes to be able to assist them.

The policy of the Treasury Department as to the Board of United States General Appraisers will, it is more than probable, be handled in Secretary Shaw's forthcoming report to Congress, as this is one of the most important questions with which the Secretary now has to deal.

I am informed on good authority that he intends a reorganization of the present Board, but importers are particularly anxious to know how far he intends to go in exercising the authority of the department over this division of the customs service. This Board was formerly regarded in the department as essentially judicial in character, exercising functions analogous to those of courts of law; and the appointment of General Appraisers have formerly been looked upon as made for life, during good behavior. That the present Secretary does not look upon the Board in this light, has already been made manifest, and it is now generally believed in official circles that Mr. Shaw not only does not believe the Board to be judicial in character, but considers it essentially a part of the Treasury Department system, and as such, under his immediate jurisdiction. Under the circumstances Mr. Shaw will probably declare, not only his present views but his future policy, in order that importers of all classes of goods may know where they stand.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending October 31, 1903.

Havana.—James E. Ward & Co., 5 cs. cigars, 505 cs. tobacco; Havana Tobacco Co., 252 cs. cigars; Park & Tilford, 10 do.; G. S. Nicholas, 8 do.; B. Wasserman, 5 do.; National Cuba Co., 4 do.; F. Garcia & Bro., 3 do.

Rotterdam.—James E. Ward & Co., 1 box tobacco.

San Juan.—Levi Blumenstein & Co, 25 bales tobacco; Mateo Rucabado, 62 cases tobacco; E. B. Brockett & Co., 36 bbls. cigars.

Liverpool.—American Tobacco Co., 1 case tobacco, 82 cases cigarette paper; Manhattan Briar Pipe Co., 82 cases smokers' articles.

Bremen.—E. G. Toel & Co., 1 case tobacco samples.

SUMATRA TOBACCO.

Str. Noordam, arrived Oct. 27:
(520 bales.)

Brown Brothers & Co.	120 bales
E. Rosenwald & Bro.	91 "
A. Cohn & Co.	61 "
Joseph Hirsch & Son	55 "
United Cigar Mfrs. Co.	52 "
H. Duys & Co.	47 "
S. Rossin & Sons	35 "
Co.'s General Agent	18 "
Order	17 "
F. & E. Cranz	11 "
L. Friedman & Co.	8 "
Herz Bros.	5 "

HAVANA TOBACCO.

Str. Havana, arrived Oct. 26:
(1,235 bales; 43 bbls.)

James E. Ward & Co.	1,032 bales
Simon Auerbach & Co.	99 "
Garcia, Vega & Cascaba	50 "
J. Bernheim & Sons	25 "
B. Diaz & Co.	19 "
Esberg, Gunst & Co.	5 "
B. Rosenbluth	5 "
Lewis Sylvester & Son	25 bbls.
E. Hoffman & Son	18 "

Str. Morro Castle, arrived Oct. 27:
(2,228 bales, 210 bbls.)

James E. Ward & Co.	997 bales
Guedali & Co.	164 "
F. Miranda & Co.	159 "
George V. Watson & Co.	125 "
E. P. Cordero	97 "
S. G. Ruth	65 "
R. M. Blake & Co.	59 "
Perez, Rodriguez & Co.	55 "
Marcena Muina Co.	50 "
F. D. Grave	50 "
M. Atak & Co.	50 "
D. Hevia & Co.	41 "
M. D. T. Co.	40 bales
L. Friedman & Co.	37 "
F. Castanay	35 "
E. Suarez	31 "
I. Bijur & Son	30 "
Weil & Co.	27 "
G. W. Sheldon & Co.	25 "
Rothschild & Brother	23 "
S. Rossin & Son	20 "
American Cigar Co.	16 "
M. Stachelberg & Co.	15 "
Hilson Co.	12 "
L. A. Diaz	5 "
James E. Ward & Co.	79 bbls.
Hamburger Bros. & Co.	47 "
E. Regensburg & Sons	23 "
M. D. T. Co.	20 "
F. Miranda & Co.	14 "
A. Diaz & Co.	13 "
Hinsdale Smith & Co.	10 "
Monteverno & Co.	4 "

PORTO RICAN CIGARS.

Str. Philadelphia, arrived Oct. 27:
(265 cases)

American Tobacco Co.	127 cases
P. & J. Frank	30 "
G. W. Sheldon & Co.	26 "
American W. I. Trading Co.	15 "
Mateo Rucabado	13 "
A. S. Lascelles & Co.	10 "
West Indies Cigar Co.	9 "
Porto Rico Commercial Co.	8 "
Durlach Brothers	8 "
F. Bonilla & Co.	7 "
Order	5 "
P. H. Petry & Co.	4 "
E. F. Wolff & Co.	3 "

—Merchant—"I suppose you have a wide acquaintance in St. Louis?"
Cigar Drummer—"That's what. She weighs every ounce of 250 pounds.

G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000

Factories:

Cigars

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

J. K. PFALTZGRAFF & CO.

Manufacturers of High-Grade Nickel SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands:
"ENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

Specialties:—*The* Bear Brand—*The* Cub Brand—*The* Essie Brand.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

B. F. ABEL,

HELLAM, PA.

Manufacturer of Fine Seed & Havana

Cigars

Joe F. Willard is Our Popular Leader.

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

H. G. HOELTZEL

Manufacturer of

RELIABLE UNION MADE Cigars

LANCASTER, PA.

LEADING BRANDS:

Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

W. H. RAAB & SONS,

MANUFACTURERS OF

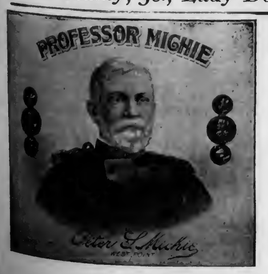
High Grade Cigars.

LA CUBANA CIGAR FACTORY No 463

CAPACITY 75,000 PER DAY.

ESTABLISHED 1871.

DALLASTOWN, PA.



La Union Cigar Co.

HANOVER, PA.

Manufacturers of

High Grade Union Made **Cigars**

Our Special Brands: ALEX. WILSON, PROFESSOR MICHIE, UNION CHIMES, MINERS' VICTORY, LA UNION CROOKS

I. E. STUMP & CO.

Wholesale Manufacturers of

High Grade Medium Priced **Cigars**

Red Lion, Pa.

Remember—the MELODIOSO is Our Leader.

·E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,
Packers and Dealers in Leaf Tobacco
105 S. George St., YORK, PA.

Walter B Hostetter. B. F. Able.
HOSTETTER & ABLE,
Wholesalers and Retailers of Leaf Tobacco
SHADE GROWN SUMATRA in Bales
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.
Packers of Leaf Tobacco
James and Prince Streets,
LANCASTER, PA.

STAUFFER BROS. MFG. CO.
New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. ☞ Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

THOS. R. DECKER
YORK PENNA.

MANUFACTURER OF
Sweet Damsel, D. & S.
High Grade Medium Priced
Cigars
For the Wholesale and Jobbing Trade.
Correspondence invited.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

As may be seen by the reports of correspondents in Massachusetts and Connecticut, the condition of the crop of 1903 tobacco stands very high. The opinion is that a crop has never equaled that of 1903 for soundness of lesf, or, in fact, for color of leaf also. Most correspondents report a bright cinnamon color. The crop has not been damaged by worms or hoppers, neither have I heard of pole sweat in the whole valley. A crop its equal has not been produced in a decade; a crop that no mistake can be made in assorting and handling; a crop that the buyer is not afraid to take, because it can be handled quickly and easily—there is no money loss in the handling. Now, I want every grower to bear in mind these facts: If the buyer has no fear to handle this crop, be not afraid to handle it yourselves. Whether you calculate to assort your own crop or not, be sure and start right. That is, in the stripping be careful to drop out all that is wet or has a fat stem, and many of the torn, ragged leaves that must be thrown away when the bundle is put upon the table, putting in merchantable tobacco only (and no grower can plead ignorance in this matter), remembering if you don't sell your crop for more dollars you will be able to dispose of the crop more easily, and every succeeding crop can be sold with more ease. When you have finished stripping for the day, don't look at the pile and say: "Now the first thing in the morning, boys, we must pack this tobacco away." But be sure you pack it away the same evening, and in putting it away, do not pile it more than one bundle deep, and don't lay boards or poles upon the ground, but clear away and put poles upon the lower tier in one bent of the shed and pile upon three or four poles, one bundle deep, and no deeper, keeping the papers clean and a new look upon them. Having done this right, leave it until into December, unless sold; then do as the buyer orders, but in all probability he will order it to remain. Thirty-five pounds is enough to put into a bundle, and in most cases 32 pounds is better; it will not be packed so tightly, and the colors will not be so liable to run or be changed in color by pressure.

Our correspondents write:

Conway Mass.: "I have one crop of 1902 tobacco as sold Max Antes & Son to Rosenberg & Co. of Philadelphia, about 125 cases on private terms. Mr. Antes is our largest grower of tobacco in town, raising from 20 to 25 acres each year. There are no buyers for the new heard of yet."

Wethersfield, Ct.: "There has been a little tobacco taken down from the poles, and it appears to be very fine and sound. No buyers around as yet. We have no shade-grown tobacco in this town. I should think co-operation would be a good thing, but the trouble with farmers has been they don't stick."

Feeding Hills, Mass.: "The tobacco sales quiet in this vicinity as yet. Have to report three sales of all small lots at prices 17, 18 and 20c in bundles. All harvested before the hailstorm in September."

Sunderland, Mass.: "Tobacco appears to have cured well; what was set early and got a good growth. There have been quite a number of sales in the bundle. I will send prices when I learn them. I think there will be an increase in acreage next year, as onions have been such a poor crop. They are going to be dropped by several farmers in this vicinity, and I think there will be quite an increase in the acres set to tobacco."

North Hatfield, Mass.: "Unless grown on extremely light soil, tobacco as to quality is even better than last year. As to quantity it is about two-thirds of a crop. No sales as yet to report. Two or three have finished stripping, while others have hardly begun.—American Cultivator.

BALDWINSVILLE, N. Y.

With the exception of a few small shipments from the local warehouses, there has been nothing done in the tobacco line here this week. The weather has continued favorable for the curing of the new crop, and the prospects are that this year's crop will prove the best of several seasons.—Gazette.

EDGERTON, WIS.

The buying of the new crop has again commenced in a very small way and in districts remote from this market. F. H. Calladay in the northern district has sold his 7 acre crop at 8½c in the bundle, and Ole Lee, of Stoughton, is reported to be buying an occasional crop. The sentiment, though, seems to be that very little of it will be bought between now and January 1.

The inquiry after cased goods is steadily increasing, giving prospect of considerable movement among packers. The Scofield & Colony packing of some 500 cases of 1902 is reported sold to Rickert & LaBoule, of Milwaukee. S. B. Heddles recently made the sale of 647 cases at good round figures. A small packing of 1901, in all 51 cases, put up by James Mitchell, at Albany, has been sold to George Rumrill.

J. J. Schaeffer has shipped two carloads of goods which he has picked up in small lots in this vicinity.

Shipments, 450 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

The past month has been very dull and quiet, with few sales and market at a standstill—holders making no effort to sell and buyers awaiting orders. In the meantime prices are the lowest of the season. With good stocks of useful dark Leaf sampling will be done on a liberal scale, of any style, during November when selections will be good.

The weather has been dry and cool since crop cured, and nothing has been done by buyers, only waiting for handling season.

MONTHLY REPORT—OCTOBER.

	1903	1902
Receipts for month,	40	5
" year,	11,345	11,810
Sales for month,	98	386
" year,	9,552	10,284
Stocks on sale,	2,082	843
" sold,	921	1,457
Shipments for month,	757	978
" year,	9,678	12,757
Stocks on hand,	3,003	2,300

QUOTATIONS

Lugs—Common to Good, 4½ to 5c.

Leaf—Short: Common, 5 to 5½c; Medium, 5½ to 6c; Good, 6 to 6½c.

Leaf—22 to 26 in.: Common, 6 to 6½c; Med., 6½ to 7c; Good, 7 to 8½c.

Cigar Wrappers, 7 to 8c; Fillers, 5 to 5½c; Snuff Leaf, 5 to 5½c.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 2 hhds.; offerings on the breaks 22 hhds.; public and private sales, 133 hhds.

The market is without new features, drifting along at the late decline, with small sales to outward demands gradually whittling away the unsold stocks. The loose tobacco market will open later than usual. The few dealers who will operate wish to be "off with the old love before they are on with the new," and the stemmers will keep their houses closed. Our dry weather still continues. We had our first killing frost Oct. 25.

QUOTATIONS:

Low Lugs	$3.50	to	$4.00
Common Lugs	4.00	to	4.50
Medium Lugs	4.50	to	5.00
Good Lugs	5.25	to	5.75
Low Leaf	4.75	to	5.25
Common Leaf	5.50	to	6.25
Medium Leaf	6.50	to	7.50
Good Leaf	7.50	to	8.50

—The following notice is displayed in a tobacco shop at Norbury, England:—"In wet and windy weather this doorway is reserved for ladies whose complexions will either wash or blow off; keeping out customers is nothing; we don't mind." Needless to say, the doorway remains quite clear of the fair sex.

Phones: { Keystone, 65-64A Main Bell, 62-39A
M. Kaufman & Co.
Manufacturers of Union Made
Turkish Cigarettes
504 S. Fifth St., Phila.
Special Brands:
MUNJURA, MATCHAKA, MIENAS.

KLEINBERG'S
"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Manhattan Briar Pipe Co
Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
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Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day.

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Manufacturer of High Grade
EGYPTIAN CIGARETTES
74 Wooster Street
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Traveler–Cork Tips. Planet–Gold Tips
Planet–Plain Tips. Planet–Cork Tips

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promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo. for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of Importance to Inventors. Address,
H. B. WILLSON & CO. Patent Attorneys
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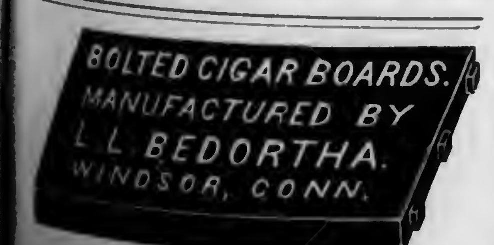
QUEENS OF THE LAKES,
Steamers Eastern States and Western States
$3 SAVED
TO ANY POINT WEST
Lv. BUFFALO daily 5.30 P. M., ar. DETROIT 7.30 A. M., connecting with all trains West and D. & C. for Michigan resorts. Lv. DETROIT daily 4.00 P. M., ar. BUFFALO 7.30 A. M. Fare: $3.50 one way, round trip $6.50. Berths $1.00 and $1.50, rooms $2.50, parlors $5.00 each way. Week End Excursions DETROIT and Return, $2.50. Send 2c. for Illustrated pamphlet. Address A. A. SCHANTZ, G. P. T. M., Detroit, Mich.



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5c CIGAR
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Barnesville Cigar Co.
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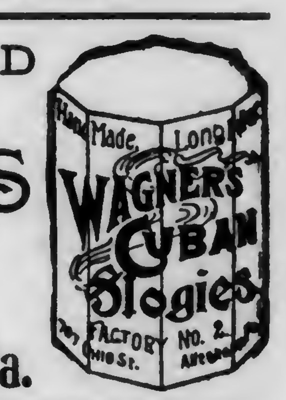
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE
Jobbing Trade solicited Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.



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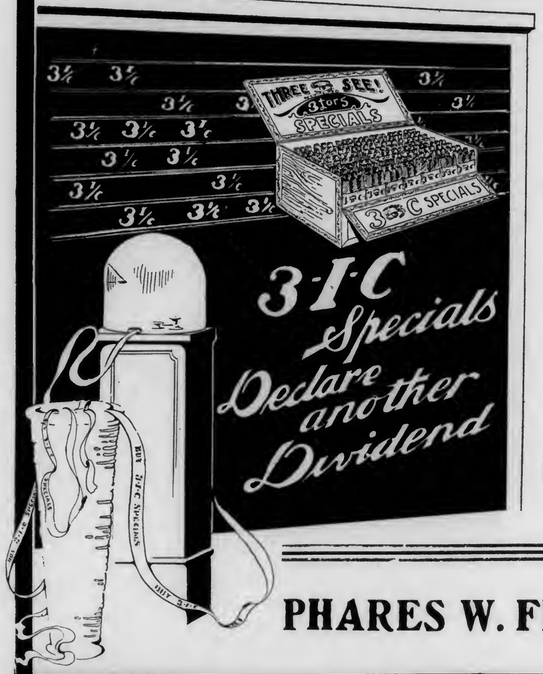
WHOLESALE MANUFACTURER OF
Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

E. E. Weaver
Manufacturer of Fine Cigars
TERRE HILL, PA.
Orders from the Jobbing Trade Solicited. Shipping Station, East Earl.

Mt. Carmel Cigar Manufact'g Co.
Manufacturers of Fine Havana and Domestic Cigars
Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.



Buy 3--I--C Specials

They are always declaring dividends for the energetic jobber who handles them

Smokers Praise Them
Dealers Endorse Them
Jobbers Re-Order Them

3--I--C SPECIALS are the best stock to buy at 3 for 5c. Sold to jobbers only.

PHARES W. FRY, - Lancaster, Pa.

A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

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Manufacturers,
READING, PA.

G. M. Wechter, *Established 1883*
Manufacturer of
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GOLD LEAF PRINTING a Specialty
Akron, Pa.

F. W. Dohrmann [Estab'd 1873] Theo. S. Dohrmann.

F. W. Dohrmann & Son,

Packers of **Cigar Tobacco**
Packing Houses: Covington, O. Gettysburg, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.

Redryers of **Burley Tobacco**
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.

Samples forwarded on application.

Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

Business Changes, Fires, Etc.

California.

San Diego—E. W. Hadley, cigars, etc., mortgage, $1,300.

Florida.

St. Augustine—William P. Genovar, cigars and tobacco, real estate mortgage, $1,000.

Illinois.

Chicago—A. T. Shiel, cigars, etc., out of business.

Harvard—Thomas E. Burke, cigars, etc., sold out.

Maine.

Lisbon Falls—Harry Wright, tobacco, sold real estate, etc., $1.

Portland—Louis Kaufman, cigar mfr., chattel mortgage, $250.

Massachusetts.

Boston—Henry Goulston, cigars, dead. ——Cohen Bros., cigars and tobacco, chattel mortgages, $400 and $450, discharged.

Springfield—H. L. Norris, cigars, etc., sold out.

Minnesota.

Duluth—Lakes Cigar Co., J. M. Fenstead, manufacturers, real estate mortgage, $1,600.

Ely—F. Kreager, of Kreager & Wichart, cigar manufacturers, retired.

New York.

New York City—The Khedivial Co., cigarette mfrs., petition in bankruptcy.

Ohio.

Wapakoneta—Jos. Seifert, cigar manufacturer, deed, $2,000.

[redacted] Pennsylvania.

Erie—M. A. Phillips, cigars, out of business.

Lebanon—D. B. Long & Son, (Inc.) leaf tobacco and cigars, assigned.

Utah.

Salt Lake City—J. H. Greenwald, cigars, sold out to Gilmer & Burch.

Washington.

Aberdeen—H. Bassett, cigars, damaged by fire; insurance, $500.——G. L. Hilton, cigars, etc., damaged by fire; insurance, $500.——H. D. Keith, cigars, damaged by fire.——L. L. Maley, cigars, burned out; covered by insurance:

Snonomish—Herman Jacobs, cigars, etc., sold out to J. W. McKee.

PATENTS RELATING to TOBACCO, Etc.

742,301 Cigarette-box or the like, Samuel L. Feiber, New York City.

742,338 Creasing device for continuous cigarette machines, Frank J. Ludington, Waterbury, Conn.

742,711 Pocket match safe, Edward J. Moore, New York City.

742,245 Producing from amber, imbroid, or the like, in mass, cigarette-holders, pipe stems, etc., Ernest Simon, Vienna, Austria-Hungary.

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PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

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Special Designs — Engraving Embossing

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CIGAR LABELS,
PRIVATE DESIGNS a Specialty
CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

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New York.

Best Workmanship — The Lowest Prices

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Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
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Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

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LEAF TOBACCO BROKER
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Gold Leaf Embossed Work

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A. Kauffman & Bro., York, Pa.

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are Earning Fat Dividends when Located in Seaboard Territory.

The Seaboard traverses from end to end the tobacco belt of the South, and a location can be given you from which within a radius of one hundred miles you can draw every grade of tobacco, including the finest Shade Grown Sumatra.

If you want to come South for any reason ask for our literature; if you want to locate a factory ask for our special proposition to manufacturers.

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SEABOARD AIR LINE RAILWAY

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CUBAN EXPORT
NEW ARRIVAL
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BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE

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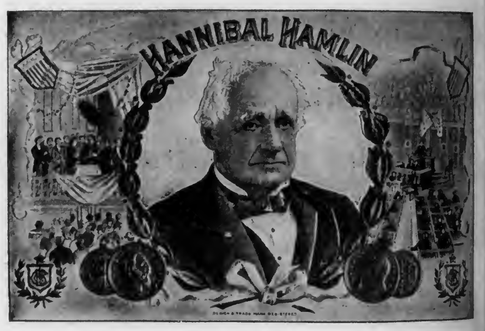
Hannibal Hamlin

High Grade
Seed and Havana Cigar.
Celebrated Everywhere. None Better



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Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,
YORK, PENNA.

HIGH-GRADE CIGARS

Manufactured by

A. W. Zug,

East Petersburg, Pa.

We Employ No Salesmen

All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

JACOB G. SHIRK,

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Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
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Regular Weekly Sales Every Thursday
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SPECIAL DESIGNS — ENGRAVING — EMBOSSING

Glycosine BEATS ALL

550 Times Sweeter than Sugar
Guaranteed Most Powerful, Agreeable, Cheapest & Best.
Write for Samples and Particulars.

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THE AMERICAN TOBACCO CO. NEW YORK

PARMENTER WAX-LINED COUPON CIGAR POCKETS

Afford perfect **PROTECTION** against **MOISTURE, HEAT** and **BREAKAGE.**

Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.

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Sole Owners and Manufacturers,
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HOPKINSVILLE, KY.
PADUCAH, KY.

Cable Address, "CLARK."

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Wholesale Manufacturer of
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Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

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Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes

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THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

Pent's
TAHOMA
FIVE CENT
PENT BROTHERS, Manufacturers, PHILADELPHIA.
CIGARS

L. E. Ryder,
Factories 26 and 517, 9th District Penna.
Wholesale Manufacturer of
Cigars
LANCASTER, PA.
The Best Possible Goods for the Least Possible Money

Clean as the food you eat
Vesper CIGAR 5¢
LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.

"Millions for Farmers" So Says Secretary Wilson, U. S. Dep't of Agriculture
TEXAS TOBACCO TRACTS
Write for Full Information to....
Exhaustive tests prove that the finest grade of... CUBAN LEAF Filler and Binder can be grown in the Texas on lines of
SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.
T. J. ANDERSON, General Passenger Agent, Houston, Tex.

A. D. KILLHEFFER — MILLERSVILLE, PA.

Goods Sold Direct to JOBBERS and DEALERS.

Maker of
High Grade CIGARS
All Fine Work

NO SALESMEN EMPLOYED.

Warranted Havana Filler, Sumatra Wrapper and No Flavoring Used.

Communicate with the Factory. We Can Save You Money.

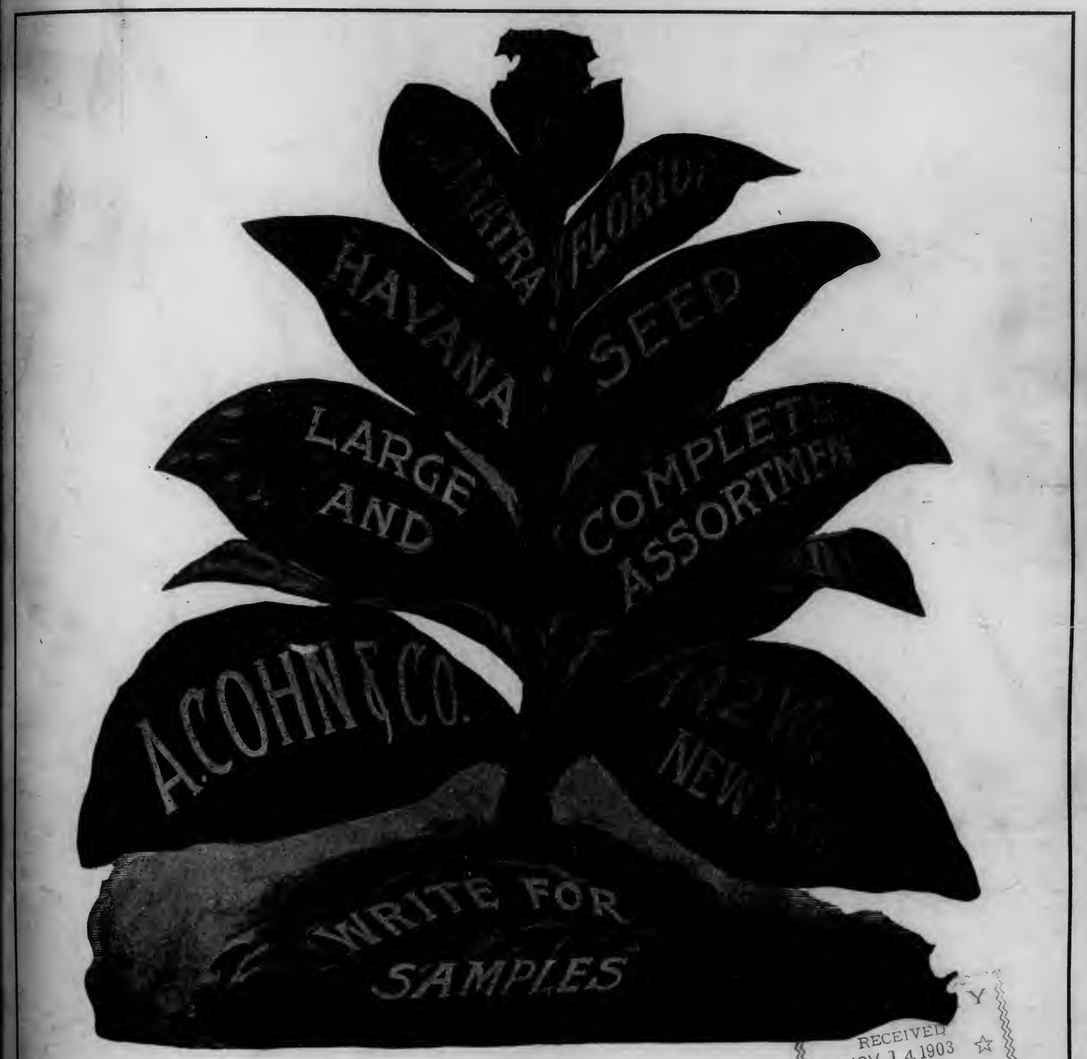
THE TOBACCO WORLD

ALWAYS SPARKLES

ESTABLISHED IN 1881 Vol. XXIII., No. 45.

PHILADELPHIA, NOVEMBER 11, 1903.

ONE DOLLAR PER ANNUM. Single Copies, Five Cents.



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G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

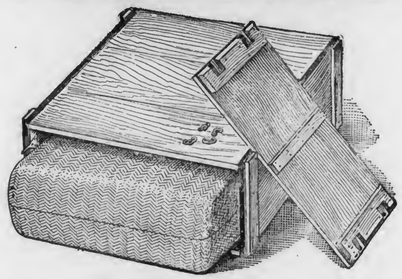
M. F. SCHNEIDER

IMPORTER

of

Sumatra and Havana

TOBACCOS



We import all our Sumatra Tobacco, each bale packed in a box, as shown in the illustration.

No Breakage
No Chafing
No Damage by Hooks

M. F. SCHNEIDER

No. 2 Burling Slip,

NEW YORK.

Nes corner Kuipersteeg,

AMSTERDAM, HOLLAND.

Established 1881 THE TOBACCO WORLD Incorporated 1902

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
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GIVE THE BABY A NAME.

Register Your New Brands
WITH
The Tobacco World
Where they Will be Seen by the Entire Trade.

The fee for registering is $1.00 for each trade mark. The usual charge of 25 cents will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Anti-Trust Stamps.

WOULD an anti-trust stamp on the inside of a box-cover help the sales of a poor cigar or lessen the sales of a good one? The success or failure of this, the last project of the Cigar Dealers' Association of America—in case it is adopted by enough manufacturers to provide a thorough and definite test—hinges on the question of what effect use or non use of such stamps will have on men who buy cigars not to sell, but to smoke.

Men, as a rule, do not buy cigars for any object other than the pleasure they derive from smoking them. Given a choice between two cigars, one of which he believes to be better than the other, the average man will take the one that pleases his taste the most, even if he knows that by buying the other he will be contributing one fiftieth part of one-quarter of a cent—one two-hundredth of a cent—to the cause of the independent cigar manufacturers.

But the argument that the stamp-project is not intended to influence smokers in favor of goods of independent make, but is intended to provide a revenue for the legitimate expenses of the National Association, may be presented. If that be true, manufacturers who desire to do so can contribute directly in proportion to their annual product, at the same rate—5 cents per thousand cigars on fifty-boxes, 2½ cents per thousand on hundred-boxes, and 10 cents per thousand on boxes containing twenty-five cigars.

Is it up to the consumer? That is the question. If it is, and popular sentiment in favor of independent goods is as strong as the projectors of the scheme hope it will prove, then a fair trial of the plan will result in success. On the other hand, if smokers cannot be influenced by the presence or the absence of an anti-trust stamp, manufacturers by whom the system is adopted will soon abandon it; for the expense involved is considerable, and, in a year, would amount to much more than a manufacturer could reasonably be expected to contribute to the association as an outright gift.

Almost any smoker who cares enough about the matter to be influenced one way or the other knows whether the cigar he has been accustomed to smoking is or is not of independent make. For two years, more or less, he has, in Philadelphia and elsewhere, had his choice between Benefactors, Cremos, Cubanolas, etc., on one side, and Cincos, Saborosos, Manetos, Vespers, Tahomas, Alan Dales, Chicos, La Flor de Philadelphias, etc., on the other. The presence of an anti-trust stamp on a box-cover will give him no more knowledge than he has had in the past. What he wants most he, presumably, will buy—rather than buy something he wants less, simply that he may aid one organization against another.

Many of the manufacturers and leaf dealers, interviews with whom were published in The Tobacco World of last week, talked more freely on the subject than they were willing to be quoted, and the general feeling among the former was that if they adopted the stamp system they would lose their independence and become identified with an organization, and virtually admit that they were not in sole control of the businesses conducted under their names.

Even more opposition to another project, proposed for, but not, as yet, adopted by the Cigar Dealers' Association of America, was expressed. This proposition is that manufacturers shall place their brands under the control of the association to the extent that if they sell out to the Trust they shall not be able to turn over their brands when making such a sale. There is little probability that this will ever be urged, for it would be very difficult to find a manufacturer who would surrender so valuable a possession as a brand which has become widely known and popular.

How is the income derived from the sale of the stamps to be used, is a question which should be given a prompt answer, if the association is to regain the confidence which it once had and lost. Much criticism was aroused by the plan of campaign first adopted in Chicago, which included the hiring of bands to play in front of the stores of the United Cigar Stores Co. The object was represented to be the drawing of the smoking public's attention to these stores as places to be shunned, but is said to have had just the contrary effect.

Although the Philadelphia Retail Cigar and Tobacco Dealers' Association has been repeatedly asked to affiliate with the National Association, it never has done so; and President Tuck of the local organization became convinced during his recent leisurely Western trip that wisdom had been shown by holding aloof. In Buffalo, Rochester and other places he visited before going to Chicago, he found that the local cigar dealers' associations had practically gone out of existence. In Chicago he had a long talk with Thaddeus H. Howe, the ex-national president, and, on his return, he expressed the opinion that the Cigar Dealers' Association of America would never be heard of again.

That a national association of cigar dealers is essential to the welfare of the independent trade, that it should have a sound financial backing, and that the stamp system is the best plan for raising revenue, is the opinion of men in the business who are recognized as men of great experience and men of good judgment. These men deplore the lack of interest shown in the efforts to secure national and state legislation which will aid to restore independent manufacturers to the position which they formerly held.

As might be expected, there is a wide difference of opinion on the stamp question among leaf dealers and also among cigar manufacturers. Some of these men believe that their salvation lies in making what are known as "independent" cigars of the best quality possible, and that this will eventually put an end to all competition except that which they readily acknowledge to be legitimate, while others take a contrary view, and express the opinion that they can do nothing to save themselves from being driven out of business within six or eight years at the farthest, and therefore are not inclined to take any part in what they believe to be a hopeless contest.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in SEED LEAF
Importers of HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
IMPORTERS & PACKERS OF
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN LEAF TOBACCO
HAVANA
301 & 303 North 3rd St.
PHILADELPHIA

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

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Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACHER
IMPORTED HAVANA AND SUMATRA
642-44 N. ELEVENTH ST. PHILADELPHIA
REGISTERED

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana Y&N
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.

THE REALM OF THE RETAILERS

Deserving Promotion.

"Water seeks its level." This law of the natural world points a moral for a business sermon. Would you have a certain position in commercial or professional lines? Then study, work, aim to fit yourself for such a position. When you are ripened by knowledge, experience, power of intellect; when your aptitude is such that you are indispensable to that position, you will get there just as surely as the water finds its level. Aptitude is worthiness. Promotion in any line of business follows this law of natural selection. It is to the employer's interest to advance a clerk who has shown that he is fitted for a higher position.

The trouble with a large percentage of young men in mercantile life is their clamor for promotion, irrespective of their aptitude for the higher position. Often their sole claim for advancement is the length of time they have been in the office, ignoring the fact that they have not studied to advance themselves by increased capability. Adaptability is the open-sesame to positions of trust and responsibility. Merit brings its own reward. A business man will not pay for carelessness, indifference and slothfulness. Honesty, diligence, ambition and talent will win attention of the powers that be. Lowell says, "Attention is the mother of memory." If you would memorize the details of any business or profession, you must be studiously attentive.

Character is bound to command its dues in this strenuous age. A young man must be alert, clean, intelligent, active, if he would be in the van of commercial life. Intemperance, vice and slothfulness ruin a young man in any business way, leaving out the moral side of the question. There is an increased demand to-day for young men of good habits—of industry, of integrity, of forcefulness. These credentials are more powerful than any letter of recommendation. Make your character your recommendation. Show your aptitude by your work.—C. W. Fullwood, in Chat.

* * *

Cause or Effect.

Abbott Blunt sagely remarks, in the Minneapolis Times: "As to the New York man who is said to have wrecked his mind by smoking from sixty to eighty cigarettes a day, did he go crazy because he smoked so many cigarettes, or did he smoke so many cigarettes because he was crazy?"

Things You Can Do.

Keep trying to make better displays.
Put the slow sellers in the windows.
Use bright, attractive cards.
Make the price cards plain.
Don't have them too large.
Remember, people see them from the sidewalk.
Have harmonious colors displayed.
Make a window of one color occasionally.
Give the decorator encouragement.
See that he has time to think out his plans.
Advise with him regarding them.
If you think he isn't trying to make money for the store, "fire him."
Pay him as you agreed to do.
Save on expenses, if you can.
Be careful of details.
Make your card writing better.
Hurry, but don't slight the work.
Be prompt, polite, positive.
Slow to provocation.
Slow to take offense.
Slow to "sass back."
Keep your nickel fixtures shining.
Keep yourself busy.
Keep in touch with the buyers.
Be "strenuous" in your work.
Be a good listener.
Be willing to accept suggestions.
Give the other fellow a hearing.
Acknowledge the result of good work.
Avoid kicking and sarcastic remarks.
Keep the "frozen" face at home—
And "the smile that won't come off" in the store.
Be kindly, generous with encouraging words—
And stingy with fault-finding.
Tell the truth in your advertising.
Be a big man in little things.
Remember it's not the clerk's fault that trade is poor.
Keep the hired help willing.
Put money aside to give extra pay to deserving help. It will pay.
The satisfied help is the best.
The dissatisfied help is the worst.

* * *

Frosty Windows.

The accumulation of frost on the windows of the merchant's store front is a nuisance which many retailers have never yet been able to satisfactorily overcome. A simple method that has been used by a great many merchants and can be adopted with very small expense is explained as follows:

Procure a piece of one-quarter-inch brass pipe, with very small holes about three inches apart drilled into it, and bend it to fit the sash at the bottom of the window. Close it at one end and attach it to some gas fixture or pipe at the other by means of a flexible tube.

When this is lighted, a row of small lights which will consume very small fuel, not only keeps the frost from the windows, but adds materially to the attractive appearance of the store. No retailer should allow the view of his windows on the outside to be spoiled by the frost when such an inexpensive remedy is available.

* * *

Failure Essential.

The fact that few men know that tobacco has any history and mystery shows how deplorable is the condition of smokers. They do not dream that smoking is more than a hobby; that it is a cult, a secret communing, a devotion, a mystery. And yet they style themselves smokers!

What distinguishes a smoker from a mere puffer of tobacco cannot be briefly determined. There are masters who refuse to recognize as smokers all who spell tobacco with a small "t." But this is pedantic. Yet it is generally admitted that the smoker must have sealed his faith by abjuring tobacco at some period of his career. This is the slenderest hall mark possible. No man can be regarded as a smoker until he has resolved to give up smoking—and failed to do so. It is the failure that is essential.

* * *

Business Epitaphs.

He lacked tact.
Worry killed him.
He was too sensitive.
He couldn't say "No."
He did not find his place.
A little success paralyzed him.
He did not care how he looked.
He did not guard his weak point.
He was too proud to take advice.
He did not fall in love with his work.
He got into a rut and couldn't get out.
He did not learn to do things to a finish.
He loved ease; he didn't like to struggle.
He was the victim of the last man's advice.
He lacked the faculty of getting along with others.
He could not transmute his knowledge into power.
He tried to pick the flowers out of his occupation.—Success.

* * *

On Track and Siding.

A clerk who wants to know it all is on the right track with nothing in the way. The fellow who thinks he already has arrived is already on the siding.—Grocer.

Business Ability.

The right sort of a man, the man who succeeds, grows with his opportunities. In statesmanship no better illustrations of the ability to grow with opportunity are afforded than the presidential career of the late William McKinley and the official acts of his successor, Theodore Roosevelt, since the latter became President. If it is necessary in statesmanship that a man grow with promotion, with the increase of his responsibilities, so also is it necessary in business, and the merchant who is not content with a moderate measure of success should neglect no opportunity for improving his technical knowledge in readiness for the performance of duties in a larger sphere. For there never was a truer axiom than that which calls for growth as the only preventive of failure. If the business which does not grow forward must inevitably grow backward, the merchant must grow with the business, in order to be fit for his larger duties.

Some of the small dealers come to town, visit the big stores and view the owners with a sort of awe. The latter strike the little dealers as almost godlike, but the little fellows do not think of the possibility, nay, the probability, that it is easier for a business to grow with proper surroundings than it is for it to stand still. Who can doubt than John Wanamaker has a simpler task to keep his vast business expanding than he would have had if he had tried to keep it in the narrow channel it had scooped for itself in its first year?

The manner in which some merchants avoid advertising and enterprise of any kind suggests the suspicion that they at least are aware that healthy growth of a business requires healthy growth in its owner, and that they are afraid that they themselves are incapable of growing mentally.—Merchants' Review.

* * *

Luck and Laziness.

If the person who exclaims, "Just my luck!" were truthful, he would say, "Just my laziness!" or "Just my inattention!" Luck is waiting for something to turn up. Labor, with keen eyes and strong will, will turn up something. Luck lies in bed and wishes the postman would bring him news of a legacy. Labor turns out at six o'clock, and by hustling lays the foundation of a competence.

* * *

—Keep a cheerful countenance in your store, and you will be surprised to note how many cheerful customers you have.

Rabell, Costa & Company,

TOBACCO DEALERS

Our Specialties:

Vuelta Abajo and Santa Clara

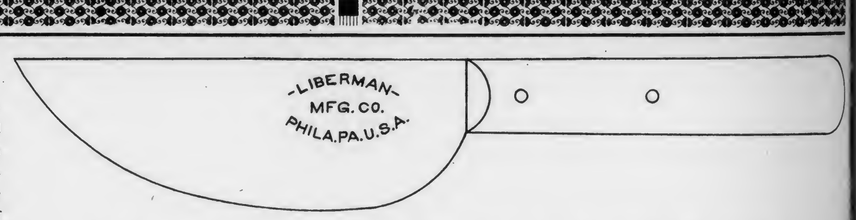
Manrique 199,

Cable Address: RABELL.
Post Office Box, 117.

HAVANA, CUBA.

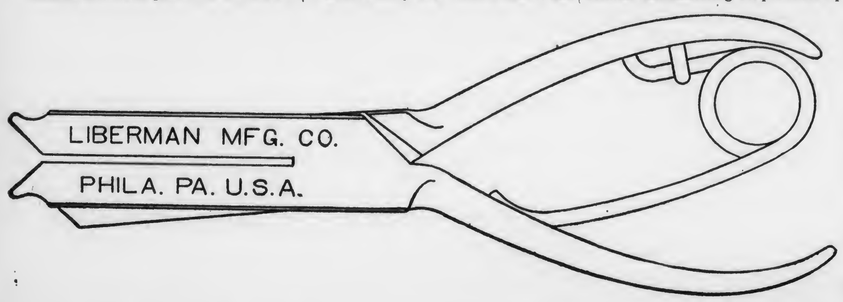
CIGARMAKERS' TOOLS.

THE OUTPUT of any workman, both in speed and quality, is largely dependent on the tools with which he is provided. This is as true in cigar making as in any other line of industry. The Liberman Manufacturing Co., of Philadelphia, is widely known for its suction and branding machines, and is also widely known for the tools it provides for the production of hand-made cigars. Although its tools heretofore on the market have been excelled in no respects, not all of them have been perfectly satisfactory to the management of the company, and as a result, new ones have been designed and manufactured and placed on the market.



Warranted Hand Forged Steel Blade.

Cuts of two of these are printed in The Tobacco World this week, and next week a cut of some new-style thimbles will be published. These thimbles are annealed and have heavy shouldered heads, and are of six different shapes in the receptacle for the finger. The knife illustrated here has a hand-forged steel blade, which is a great improvement over the old style of knife which was so flexible that it had to be reinforced about one-half the length of the back, this reinforcement often scratching the operator's hand and tearing the leaf. The new card-punch, also illustrated here, differs from all others in the length of opening, the 2-inch reach making it much more convenient for use on cards of large size than punches having a shorter reach. Whatever the Liberman Manufacturing Co. produces represents the latest and most advanced and practical ideas, and its aids to the production of cigars in a profitable manner are appreciated both by manufacturers and the workmen whom they employ.



Buying from the Independents.

The Continental Tobacco Co. is reported to have begun to buy from independent dealers and brokers in the Louisville tobacco market. The move has special significance, it is felt, in that it may mean a further step in the programme of drawing away from the Louisville Tobacco Warehouse Co. It is said that arrangements have been made by the Continental buyers to take at private sale all the holdings of the independents. It is further said that the Continental Co. is paying even larger prices to the independents than to the Louisville Tobacco Warehouse Co., the plan being to encourage the independents. The change has become sufficiently pronounced to attract the attention of the members of the warehouse company, who fear that it means an effort to crush them eventually.

1902 Crop
WISCONSIN
Now Ready

Sutter Bros.
Inc.

New York
Chicago
St. Louis
Havana

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM,
119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING
GEO. W. BREMER, Jr.
WALTER T. BREMER.
OSCAR G BOEHM
Importers, Packers and Dealers in
Leaf Tobacco

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

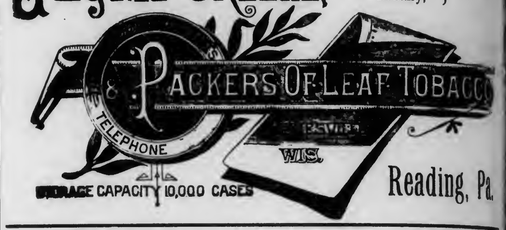
DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date.
PHILADELPHIA.

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.


Reading, Pa.

Importers of Sumatra Tobacco
Cable Address: "HIRE."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Amsterdam. Holland.
Office, 183 Water St. NEW YORK

LOUIS BYTHINER
LOUIS BYTHINER & CO.
J. PRINCH
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

LA FISSEL CIGAR CO.
MANUFACTURERS OF
Fine Union-made Cigars
EAST BERLIN, PA.
Correspondence with Wholesale and Jobbing Trade solicited.

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

E. E. Kahler,
328 to 332 Buttonwood Street
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF
L. P. Kimmig & Co. Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana
Reina 20, Havana P. O. Box 98

PRICES IN HAVANA CONTINUE DECIDEDLY FIRM.

Holders of Desirable Stock Confident that They Have Only to Wait to Receive, at Least, All that They Ask Now.

HAVANA, Nov. 2, 1903.

Comparing the volume of transactions during the past week with the previous one there has been a falling off again, owing to the limited number of buyers from the North, but as, with the exception of new Remedios, the Havana market is only moderately supplied with desirable goods, prices are ruling as firm as ever, showing more a tendency of a further rise than otherwise. While undoubtedly the bulk of the northern manufacturers have taken time by the forelock and supplied themselves this past summer to tide over until the 1904 crop shall be ready, there are still a number of them which have not made their appearance and this fact is well known by the dealers here. The stocks of Vuelta Abajo and Partido factory vegas are certainly not large any longer and it is considerably harder to find good wrappers of light colors than it was two months ago. Vuelta Abajo fillers of the 1902 crop, of heavy quality, can still be had and there are also some of the 1903 crop, which latter, however, are commanding very high prices. Old Remedios have almost disappeared from first hands, but the second hands and speculators can still provide for a moderate call. In new Remedios the inquiry is still limited to the lowest grades, loose leaves, botes and third Capaduras, which, however, owing to the good demand on the part of the contractors for the Spanish regie and also for German accounts, have advanced in price. The middle classes as well as second and first Capaduras are still neglected and prices are more or less nominal.

Sales amounted to 6500 bales in all—1700 Vuelta Abajo, 500 Partido and 4300 Remedios. Destination is said to have been 2100 for the United States, 3500 for Europe and 900 bales for home consumption.

THE 1904 CROP.

Generally speaking, the reports are favorable for a large crop in the Vuelta Abajo and Partido, while, strange as it may appear, in view of the very bad results of the Remedios crop in 1903, which should keep the farmers from following the old routine of planting tobacco, advices speak of large transplantings also in the Vuelta Arriba region. As the growth, however, is subject to so many vicissitudes from the time the seed is sown until the dried leaves are packed in bales and have successfully passed the several fermentation processes, it would be the extreme of folly to predict anything with the least degree of exactitude, as regards quantity, letting alone quality. Fully four months will have to pass to warrant definite assertions as to the former, and from six to seven months as to the latter. Everybody is hoping and wishing for a good and large crop, but to be able to tell what is going to happen one must be a real prophet, and luckily for the welfare of mankind in general real prophets are no longer in existence.

BUYERS COME AND GO.

Arrivals—Ernest Ellinger, of Ernest Ellinger, New York; Louis Peters, of the Louis Peters Company, Detroit, Mich.; J. Menendez, of J. Menendez & Co., New York; Harry Nathan, of the Loeb Nunez Havana Company, Philadelphia; Antonio Calzada, of A. M. Calzada & Co., Havana; J. Maceras, of Brooklyn, N. Y., grower of tobacco in Vuelta Arriba.

Departures—Charles Kaiser, for New York; Richard Sichel, for New York; Norberto Cuervo, for New York.

HAVANA CIGAR MANUFACTURERS.

The movement in all the factories is now at its height, owing to the usual November demand for the holiday trade. December is usually less active, but after the middle of January another busy period begins and continues until the end of April, when the dull season sets in, lasting until September. Unless orders should pour in more than the manufacturers expect, now the year will show a diminution in the total number of cigars exported, which is to be regretted. The independent factories, however, are making headway against the Trust in their output of cigars. H. Upmann & Co., Behrens & Co., Rabell, Costa, Vales & Co., Enrique Dorado & Co., Rodrigues Arguelles & Co., Carlos Blasco and others are all busy filling orders and increasing their business.

BUYING, SELLING, ETC.

Puente Cueto & Co. sold 1600 bales of new Remedios.

Sobrinos de A. Gonzalez must have purchased fully 3500 bales of Remedios and Vuelta Abajo for the needs of the Spanish regie this past week, while they sold 350 bales of Vuelta Abajo from their own stocks to northern buyers.

Harry Nathan, of the Loeb Nunez Havana Company, has been a visitor from Philadelphia, partly to take a vacation and partly to select suitable grades for the customers of his firm whom he usually attends to, as well as

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
FABRICA DE TABACOS
AMAT VICTORIA CURAM
LUIS MARX HABANA
Consulado 91, HAVANA.

JOHN W. MERRIAM & CO.
MAKE

Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG," New York.
Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba.**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, **Havana, Cuba.**
P. O. Box 397. Cable: Himml.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, **Habana.**
(P. O. Box) Apartado 270.
Cable: Zalezgon.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 **HABANA**

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, ***HAVANA***

SANCHEZ Y CUETO S. en C.
Sucesores de Carriles y Sanchez,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
San Miguel 100, Cable: "Donalles." ***Habana, Cuba.***

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exportors of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 30*

Narciso Gonzalez. Venancio Diaz, Special
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, CUBA. P. O. Box 854

F. Neumann. G. W. Michaelsen H. Prasil
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "Antero." **Habana.**

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
☞SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.☜
P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS
Almacenista de Tabaco en Rama
NEPTUNO NUM. 174
Cable: Onileva. ***Habana***

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. ***Havana, Cuba.***

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. ***NEW YORK***

Smooth as Well as Rigid; Rigid as Well as Smooth

Such is the table-surface of
Liberman's Latest
Ball-Bearing
Roller Suction Machine

No other machine on the market does such clean cutting, and no other is as practical in any other way.

Nothing to prevent the full swing of the arm in palm-rolling.

Absolutely no streaking of the leaf in cutting.

Send for new blue-print booklet.

The Liberman Manufacturing Company,
Manufacturers of Cigar Making Machinery,
223--5--7 South Fifth Street, PHILADELPHIA, PA.

to post himself about the actual situation of the market, so that he could talk convincingly to the trade. The Loeb Nunez Havana Company disposed of 300 bales Remedios to buyers on the spot.

H. Upmann & Co. shipped one million cigars again the past week.

Aixala & Co. turned over 550 bales of Remedios, Vuelta Abajo and Partido, which included some 50 bales of fine, large size wrappers to city factories.

Garcia Vega & Carcaba are now stripping three bales per day in their stripping department. They received 150 bales from the Vuelta Abajo, a very fine factory vega, and they shipped to their New York factory 50 bales of leaf tobacco, as well as 50 bales of leaf tobacco and 25 barrels of stripped fillers to their St. Augustine factory; so business must be humming with them in the North.

Sobrinos de V. Diaz closed out 400 bales of Vuelta Abajo and Remedios.

Richard Sichel has made good use of his first visit to Havana by laying in for eB. Rosenbluth a stock of about 700 bales of the finest Vuelta Abajo and Remedios leaf which he could find.

Bruno, Diaz & Co. sold 450 bales of Remedios and Vuelta Abajo to their friends.

Garcia & Co. have been doing a good business again, receiving tobacco from the country and making several good sized sales.

Antonio Suarez disposed of 300 bales of his fine escojidas of Vuelta Abajo.

Suarez Hnos turned over 200 bales of Vuelta Abajo to a local factory.

A. Moeller is actively shipping goods to Germany, buying for his American friends and at the same time attending to the planting of tobacco upon his farms, "Hevia" and "Iberia" in Guira de Melena.

Jose F. Rocha made sales of 200 bales of Vuelta Abajo the past week to local factories and to northern customers.

Charles Blasco did a good business in October, purchasing fully 1000 bales of all kinds of leaf for his friends.

A. M. Calzada & Co. sold 200 bales of Vuelta Abajo and is busily occupied stripping tobacco upon orders from his customers.

Leslie Pantin is never idle and must have purchased close on to 400 bales again this past week.

Leonard Friedman & Co. keep on selling right along, week after week. They recently closed 150 bales of Vuelta Abajo to a city factory.

G. Salomon y Hnos shipped 150 bales of Remedios.

Jose Menendez turned over 150 bales of Partido from his own packings.

Munez Hnos & Co. were heard from to the tune of 100 bales of Vuelta Abajo.

Receipts of Tobacco from the Country.

	Week Ending Oct. 31. Bales	Since Jan. 1. Bales
Vuelta Abajo	1,587	155,279
Semi Vuelta	373	8,334
Partido	356	44,574
Matanzas	1	137
S. Clara & Remedios	5,130	81,361
Santiago de Cuba	346	4,327
Total	7,793	294,012

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars
Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 50,000 per Day. Prompt Shipments Guaranteed.

KAUFFMAN BROS.
Manufacturers of
High-Grade Nickel Cigars
LANCASTER, PA.
CROOKED TRAVELER—
A Cigar of Special Value
PRINCE VICTOR—A Five-Cent Leader
Correspondence with the Wholesale and Jobbing Trade Invited.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of Plain and Fancy Ribbons.
Write for Sample Card and Price List to Department W
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

E. A. KRAUSSMAN
Importer of HAVANA TOBACCO
170 Water Street, NEW YORK

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

E. M. KELLER,
Manufacturer of High-Grade Havana and Domestic
CIGARS
Private Brands a Specialty. Correspondence solicited.
Leading Brands:
Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.
READING, PA.

GEO. W. WERT & CO.
MANUFACTURERS OF
High Grade Union-Made Cigars
No. 14 North George St.
UNION PLANTER 5-cent Cigar is Our Leader. *York, Pa.*

At the National Capital.

Cuban Reciprocity Before Congress—Enforcement of Internal Revenue Laws.

Washington, D. C., Nov. 7, 1903.

Developments as indicated by opinions of Senators and Representatives now arriving in this city for the extra session of Congress point to what may prove to be a lengthy delay in the ratification of the reciprocity treaty with Cuba. The Senate and House did not part on good terms when Congress adjourned last spring, each body feeling that the other had overstepped its prerogatives not only in the matter of the treaty, but in regard to certain other matters occurring during the Fifty-seventh Congress. That feeling has not been dissipated by the vacation period and is going to be aroused anew by the different views held as to the proper method of putting the reciprocity treaty into force.

Senator Cullom thinks that a joint resolution would settle the matter, but there are other Senators who express the opinion that this will raise a constitutional question, and that there is at present most excellent prospect for a lengthy discussion of the whole tariff question, which is not desired by the Administration at this time. The President will not send his message to Congress until Tuesday and it will be a very brief document, concerning only Cuban reciprocity and possibly the Panama Canal situation. The house majority leaders have decided to introduce the Cuban reciprocity matter in that body by means of a tariff bill and not a joint resolution.

ILLEGAL PACKAGES.

There is seldom a week that the Internal Revenue Bureau does not receive samples of one or more boxes or packages of some kind, which manufacturers desire to use in putting up cigars, cigarettes or tobacco for the market. Suitable packages for the distribution of samples appear to give the manufacturers more trouble than other kinds. One of the latest samples submitted is a pasteboard package intended for use in distributing samples of cigars. It is constructed of heavy pasteboard suitable for mailing and is, in fact, a small box, which does not expose the cigar to view, as it is closed at both ends. Such a package does not come within the provisions of Regulations No. 8, page 55, which expressly provide that all sub-divisions containing cigars shall be so constructed as to be open at one end and expose the tips or butts of the cigars to view. The use of this package was therefore disapproved by the Commissioner.

Another question as to sample packages submitted to the Commissioner the past week deals with the stamping of the same. A cigar manufacturer wants to divide the 50 cigars in a box into two packages, each wrapped in bast and put a stamp around each piece of bast making the same a statutory package instead of placing the regular stamp on the outside of the box. The Commissioner has informed him that it would be illegal for him to affix the stamp, inclosing 25 cigars to the sub-division packages contained in his sample box, that the law requires that each statutory box containing the prescribed number of cigars must have affixed to the box the internal revenue stamp covering the entire number of cigars in the box.

It may be stated that it is the intention of the Internal Revenue authorities to prohibit entirely the use of any multiple package which is intended for general distribution which does not bear upon it a stamp denoting the quantity of tobacco contained therein.

Mr. Yerkes says, however, that notwithstanding reports to the contrary, he will not regard it as a violation of law and regulations if a dealer hands out from an original stamped package a few cigars for a customer to select from, provided he returns the cigars not purchased immediately to the original stamped box from which they were withdrawn.

DEPARTMENT RULINGS.

Commissioner Yerkes has notified collectors of Internal Revenue that purchasers of stem and refuse tobacco for the manufacture of nicotine insecticides must qualify as manufacturers of tobacco and file a bond, although other qualified manufacturers of tobacco may manufacture insecticides and fertilizers of stems and refuse, and sell the same without payment of tax.

Commissioner Yerkes says that it was thought that when circular 648 was issued the strip stamps for 1, 1 2-3, 2 1-2, 3, 3 1-3, 4, 8 and 16 oz. to be used on the samples of plug tobacco sent out to the trade would cover every reasonable demand in putting up small packages of both smoking and plug tobacco. It now seems not to have met those requirements, as some manufacturers still desire to put up sample packages of plug tobacco of sizes and weights the tax upon which cannot be covered by the use of a strip stamp. Section 3362 of the Revised Statutes as amended by subsequent acts, published in Regulations No. 8, pages 42 and 43, prescribing the statutory packages of tobacco and snuff does not limit the size of cavendish, plug and twist tobacco, except that they shall not exceed 200 pounds net weight. The Commissioner, therefore, has ruled that in addition to the strip stamps above mentioned it would be permissible for manufacturers to use the one ounce stamp, to which are affixed 15 one ounce coupons, in case they should find it desirable to do so in order to cover any particular sized package not coming within the denomination of the strip stamps. This ruling must

(Concluded on page 24.)

BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP

"Wasted literature" is what one of the cigar manufacturers of this city who distributes vast quantities of it every year calls the advertising matter which he is compelled to give away with his cigars, and wasted much of it undoubtedly is, though few even of the geniuses who flick it into shape for the printer would venture to call it literature.

The manufacturer who has just been quoted has an enormous trade in the cultured New England States. Indeed, it is doubtful if he caters to trade in any other section of the country. When cigar manufacturers first began giving away advertising matter with their cigars this particular member of the trade held back for a long time. He said that cigar manufacturing was not a patent medicine business and that the people who bought cigars for the purpose of smoking them were guided in their selection of a smoke more by what the man behind the counter told them than by the show cards on the walls or on the front of the store, and that his aim was to give the smokers good tobacco put into the shape of a cigar by the best skilled labor he could command. Yet in a very little while this very manufacturer saw his mistake. His competitors were not only distributing more and more show cards but were making them finer and showier all the time, with the result that smokers would ask for the goods thus brought to their notice while neglecting the undisplayed brands on the retailer's shelves. The moment the mistake was perceived the remedy was applied and our friend simply deluged his jobbers and other customers with show cards and other things that were calculated to keep his own brands at the front. The result was gratifying enough so far as sales were concerned; for these increased at once, but the balance sheet, all the same, was a disappointing exhibit, because it showed a falling off of a considerable percentage from the old figures. Nevertheless, the campaign kept on and now the annual bill for show cards and other advertising matter of this particular manufacturer foot up just $12,000, "and," as he says himself, "if I had $12,000 a year I could retire from business. Anyhow, I'm going to save as much of that $12,000 as I can, I'm going to keep on advertising in the daily and weekly papers of those sections of New England in which my cigars have the call, and also in The Tobacco World, but you can bet I'll give away mighty few patent lighters, cigar cutters and such things and also that the lithographers who have been making my show cards are going to have their profits from my patronage curtailed. Advertising in newspapers and in The Tobacco World is a good investment, but show cards are wasted literature."

***

Max Stern, of Lewis Sylvester & Son, and T. Vila, the firm's New York city representative, sailed for Havana on November 7, for the purpose of examining the firm's packings of the new crop. They expect to be absent about four weeks.

***

The union label has been taken away from one of the largest factories in this city.

***

The shut down of the mines of the Amalgamated Copper Co. in Montana is a blow to the activities of two large factories in this city which manufacture for the Montana trade, for the shut down throws out of employment about 31,000 men, each of whom earned good wages and loved fine cigars. The miners of Montana, it is estimated, earn on an average $3 a day and spend every cent of it, and more too, in their openhearted Western way. They smoke cigars which they buy at the rate of 3 for 25 cents. Thus it is easy enough to estimate the consumption of cigars by the 31,000 smokers, who are now out of work, at times when wages are coming in. It amounts, at a fair estimate, to at least 75,000 a day, or over 500,000 a week, to produce which requires a whole lot of tobacco, a whole lot of boxes and a whole lot of cigarmakers.

It is easy enough to talk in a vague way about the effects upon the cigar industry of strikes, lockouts and other unfavorable labor conditions, but it is seldom that the matter is presented in as concrete and intelligible a shape as it is in the case of the 31,000 cigar loving copper miners now out of work in Montana.

***

Benj. F. Meyer, son of Max Meyer, of Meyer & Mendelsohn, will give his friends a dinner at the Cafe Martin on November 21, his twenty-first birthday.

***

Emil Bondy, of Bondy & Lederer, is on a visit to his trade in Chicago.

***

"What brand of cigars did Kipling write about?" asked one Brooklynite of another the other day, at the same time pointing to an advertisement in the street car in which they were both riding. The advertisement, leaving out the name of the Brooklyn hotel which paid for it, read: "Smokers. We have the cigars that Kipling referred to."

Said the other man: "Mr. Kipling is not in the business of writing verses for manufacturers of cigars, or soap, or anything else, and you will not find any particular brand of cigars immortalized by his muse. The advertisement before us refers to the concluding lines of his famous parody on Will Carlton's 'Over The Hill To The Poor House,' which are:

'A woman is only a woman
But a good cigar is a smoke.'

"The advertisement simply means that the —— Hotel has good cigars on sale."

"Oh," said the first man, and he changed the conversation to Tammany's victory in Brooklyn last week.

Now, if every cigar smoker who rides on the Brooklyn surface cars had Kipling by heart, and, considering that Kipling has written about two dozen volumes altogether, that is taking a whole lot for granted, the —— Hotel's advertisement would be a very good one. As it stands, it is not, because, the tastes of smokers being infinitely varied, the hotel cannot hope to be more successful in catering to those tastes with the necessarily limited number of brands which it carries than can any other retailer.

There is but one sure and economical way to advertise cigars, and that is the way that Eugene Vallens pointed out in his article in The Tobacco World several months ago—use the columns of The Tobacco World, or some other good tobacco trade paper. In those columns the advertisement will come under the eye of the man behind the counter and he will do the recommending and pushing of it, depend on it.

November, in spite of the fact that it is only a thirty-day month, promises to beat all Novembers on record in the matter of cigar production. In this city the weather, for one thing, has been so fine ever since the month opened that the consumption of cigars in the open air has been greater than ever before at this season of the year. The sweeping Tammany victory is also responsible for a considerable increase in the consumption of cigars here and hereabouts, for your true Tammany man blows in lots of money on cigars and other luxuries when things are coming his way. Just now Tammany is feeling so good that it is calling for more cigars than ever before in the first weeks following an important victory.

It need surprise no one if the total consumption of cigars during the current month turns out to be way beyond the 600,000,000 mark.

LIABILITIES $1,500,000.

Sutter Brothers, Leaf Dealers, Go Into Voluntary Bankruptcy.

Sutter Bros., leaf tobacco merchants, with establishments in Havana, New York, St. Louis and Chicago, went into voluntary bankruptcy Monday. On the assertion that the action was taken to protect creditors a receiver was appointed, the Chicago Title & Trust Company being named. The liabilities are placed at $1,500,000, with assets exceeding that figure by $1,000,000. The officers of the corporation, which is one of the largest in the United States, are Louis H. Sutter, president, and Adolph Sutter secretary and treasurer. There are six brothers in the company, which is incorporated for $900,000.

OFFICIAL RULING.

Caution Labels Not Required.

Washington, Nov. 10.—The attention of Commissioner Yerkes has been called to the absence of caution notice labels on boxes of cigars imported from Porto Rico. He states that under the Regulations No. 8 the caution notice label required to be affixed to each box or other package of tobacco, snuff and cigars of domestic manufacture is not required on boxes or packages of tobacco, snuff and cigars imported from foreign countries and from Porto Rico, as the internal revenue laws have not yet been extended to cover that island; the special import stamps affixed to packages of imported cigars serve the same purpose that the label and caution notice do for domestic cigars.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Branch.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE
NEW YORK.
Almacenes de San José, HAVANA, CUBA

HAVANA TOBACCO COMPANY
TRADE MARK
111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Yncian	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguedad
La Flor de Naves	El Aguila de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murias
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estella	J. S. Murias y Ca.
	H. de Cabanas y Carbajal.	

LEOPOLD SCHMID FRANK LANGE
L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

Established 1840. Cable "Nargil"
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK
EDMUND H. SMITH
EMOS SMITH

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John. No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

ROTHSCHILD & BRO.
141 Water St
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK

S. J. SCHOENER. CABLE ADDRESS "TACHUELA"
J. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
109 WATER STREET,
NEW YORK.

PHILADELPHIA

RETAILERS' ASSOCIATION.

The fate of the Philadelphia Retail Cigar and Tobacco Dealers' Association will probably be decided at the next meeting, to be held Wednesday evening, November 25. Every member who cares whether the association continues actively in existence or continues only in order to meet emergencies when they arise, or goes out of existence altogether, should be present and have his say in the matter. There is no secret concerning the fact that the members who have been most active in the affairs of the organization are divided into two factions, one of which favors monthly meetings for discussion of mutual trade interests while the other does not believe such meetings would accomplish sufficient good to warrant the expense involved. The expenses are not great, but the funds of the association will soon be exhausted if the falling off in receipts from dues continues as rapidly as it has in the past six or eight months. The membership is about one hundred and seventy and only about half of the members had their dues fully paid up at the time of the October meeting. As a result of that meeting one-half of the contributions which had been received from manufacturers have been returned to the contributors, leaving only about $200 in the treasury. This is an ample fund for an association existing only to be prepared for united action when important occasion arises, but would soon be exhausted if there were no other means of paying for meeting places, printing and postage and the salary of the secretary. The principal object for which the association was formed was to protect the members against new and organized competition, but the experience of the members since then has been that no such protection was greatly needed. Another object was to discourage price-cutting among independent dealers, but the danger of such price-cutting has proved much less real than was at first feared, and it is believed that the individual retailers now realize that their best policy is to stick to the rates now existing. At the next meeting a committee of the directors is expected to recommend ways and means of arousing new interest in the association and creating a greater attendance at meetings. Whatever recommendations in this respect are made they should be acted upon by a large majority of the members in good standing.

INCREASE OF CREDITS.

The enforcement of the law prohibiting sales of plug tobacco unless sold from original packages is particularly hard on jobbers, as in order to hold the patronage of small dealers they must extend more credit than formerly. There are many jobbers in Philadelphia. The rivalry between them is keen, and, as a result, each has now to decide in frequent instances whether to lose a patron or "carry" him by extending his credit. Even if a small dealer reduces the variety of plug tobacco he handles to a few of the more popular brands, his stock in trade in these brands will represent about $25, and that is about the amount by which the balance against him on his jobber's books is increased when the jobber decides that he is too good a customer to lose in consequence of the rigid enforcement of the law above spoken of.

FINED FOR SUNDAY SELLING.

M. F. Ahern, 536 North Thirty-sixth; G. Ambroge, 1704 Market; S. Berman, Thirty-second and Market; C. W. Buckley, 3101 Spring Garden; J. G. Blanco, Eleventh and Arch; I. Cohen, Twelfth and Market; C. H. Cummings, 3950 Lancaster; Charles S. Dougherty, 1536 Market; J. D. Farmakis, 1211 Market; J. R. Gunkle, 3959 Lancaster; S. Greenstein, 3138 Market; Benj. Lepschutz, 44 North Twelfth; M. I. Lipshetz, Tenth and Arch; F. A. Meurer, 830 Vine; D. A. McCarthy, 4211 Haverford avenue; M. J. Nachbar, 4108 Haverford avenue; John Nardine, 1808 Market; F. Perfetli, 2039 Market; Charles Spiegele, 714 Vine; J. M. Stoeler, Broad Street Railroad Station; E. J. Sucknel, 161 North Ninth; James A. Stead, 70 North Twelfth; E. C. Sterner, 20 North Twelfth; D. Schneyer, 724 Vine.

WHICH IS INDEPENDENT?

In common with a very large proportion of the Philadelphia cigar manufacturers, Joseph E. Tuck is of the opinion that the stamp project of the Cigar Dealers' Association of America will not be a success. Indirectly, he says, it seeks to place on a black-list manufacturers by whom it is not adopted. Rival salesmen approaching a dealer, one having stamped goods and the other having goods without a stamp, would be very peculiarly situated. Both would claim to have independent goods. The man having stamped goods would point to the stamp as proof of independence and the man having unstamped goods would assert that the absence of the stamp proved that he was selling goods for a concern which did business without dictation from anybody.

H. Rosenberg, Arch and Water streets, has just returned from a successful trip in Canada.

INTERNAL REVENUE RECEIPTS.

The receipts for stamps at the Philadelphia Internal Revenue office for the month of October were:

Cigars	at $3 00		$159,730 95
"	"	54	10 26
Cigarettes	"	1 08	4,686 12
"	"	54	101 79
"	"	3 00	33 00
Snuff	"	06	23,492 10
Tobacco	"	06	5,462 29
Total			$193,516 51

MOSTLY PERSONAL.

M. J. Dalton returned on Tuesday from Cuba, where he made a visit of about two weeks.

E. Lewis has returned to the leaf business, and is located on Race street, below Third.

C. C. Rosenberg, of the El Provedo Cigar Factory, is in Cuba, which he visits annually.

Boltz, Clymer & Co. have opened a branch factory at Coopersburg, and will employ twenty hands in it.

C. D. Jones and C. E. Bowers have started on a Southern trip, their first stopping place being Baltimore.

Charles P. Mullen, of the Manuel J. Portuondo Co., did a large business on his Western trip, which extended to Colorado.

Harry Spingarn, of E Spingarn & Co. of New York shook hands and talked business with friends in Philadelphia early this week.

Victor Lopez, one of the members of the firm of Trujillo & Co., personally greeted that firm's Philadelphia customers during a visit here last week.

Pent Brothers have sold out the store, 34 North Thirteenth street, formerly occupied by Julius Fox, to M. Zifferblatt, cigar manufacturer and retailer.

Frank Cooper, who committed suicide with illuminating gas at the Aberdeen Hotel on North Broad street a few days ago, was formerly a salesman for the American Tobacco Co.

Travelers for Key West houses recently in Philadelphia were: J. W. Madison, of Trujillo & Co., Joseph Wertheim, of the Jose Lavera Co., and D. H. Maulsdale, of Sanchez & Haya.

L. P. Hallock, administrator of the estate of the late George W. Taylor, of of Danbury, Conn., has sold all the 1902 Connecticut leaf belonging to the estate to a Philadelphia purchaser.

M. Rosenstein, the North Third street tobacco broker, had among his recent callers S. Jaskulek and Edward Gans, who constitute the firm of Jaskulek & Gans, of Cleveland, O.

R. G. Merrill, of Janesville, Wis., has been in Philadelphia the last few days, and has secured a considerable number of orders through showing his samples of the latest crop in his State.

J. L. Dimmig, of J. L. Dimmig & Brother, of East Greenville, received as many orders during his recent visit of a few days in Philadelphia as some fairly successful cigar salesmen secure in several months.

Louis Bythiner, the well-known leaf broker of Philadelphia, and Mrs. Bythiner will celebrate their twenty-fifth wedding anniversary at Mosbach's Casino on North Broad street on the evening of November 19.

Julius Friedenberg, cigar dealer at Sixth and Lombard streets, is held in $600 bail on a charge of buying smuggled cigars from Henry Reidinger, store-keeper on the Hamburg-American liner Assyria. He bought the cigars for less than $1 a hundred.

While drunk a few days ago Frank Henderson, of 4523 Wilde street, stole a wooden Indian from in front of the cigar store of Morris Hull at Main street and Green lane, Manayunk, and carried it about two blocks away where he was demolishing it with an axe when arrested.

Ebbin Yearwood, clerk in a cigar store at 1462 Cherry street, attempted suicide by inhaling illuminating gas at his place of employment, Thursday night. After his recovery at the Hahnemann Hospital he was given a hearing and was discharged from custody.

E. A. Calves & Co. received early this week 200 bales of their recent purchases in Havana, the shipment consisting principally of Vueltas and Partidos. This firm, although handling all classes of tobacco in general demand, finds that the percentage of its Havana sales is constantly increasing.

The Eastern Association of Cigar Box Manufacturers held a semi-annual meeting at the Hotel Hanover last Friday. About forty members were present. After the adjournment President H. H. Sheip stated that no business of consequence had been transacted, the gathering hav-

ing been almost wholly a social one. No action had been taken concerning prices or protection, he said, and the stamp-project of the Cigar Dealers' Association of America had not even been mentioned.

Samuel Shepard, of S. Shepard & Sons, has recently returned from a railroad trip of about eight thousand miles, during which he visited Salt Lake City, San Francisco and Los Angeles. Of San Francisco he says: "That city is the only place to live. More money is spent there in an hour than in all day here."

The energetic and hustling manner in which the business of Dotts & Keely is conducted results in continued prosperity. The firm has a particularly desirable class of patrons who realize the advantages they reap through doing business with a house in the management of which experience, ability and industry are combined.

H. S. Myers' present western trip for Young & Newman is proving a very satisfactory one and E. H. Miller, the firm's state agent, is doing equally well. Every traveler for this house finds that wherever he may go the way has been paved for him during the many years George W. Newman, the Nestor of the calling, has been makfng friends for himself and his firm.

PHILADELPHIA LEAF MARKET

Business continues good, but with no special features. For a time a few months ago the cigar manufacturers were busy and the leaf dealers were doing little, but reserve stocks in factories were finally used up and since about the middle of September no dealer having desirable stock at satisfactory prices has had difficulty in making sales.

EXPORTS.

Antwerp.—22 cases plug tobacco, 3 hogsheads tobacco stems; St. Johns, N. F.—21 hogsheads tobacco; Liverpool.—42 tons tobacco.

PHILADELPHIA MEN LOSE.

Through the failure of Sutter Brothers, Inc., half a dozen or more Philadelphia cigar manufacturers are said to be losers to considerable amounts, in one case to the extent of between $15,000 and $16,000, tobacco belonging to them having been held by the insolvent concern, so that control of it will pass as collateral to banks.

SUTTER BROS. FAILURE.

Receivers Given Authority Over Property in New York.

New York, Nov. 11.—Judge Holt of the United States District Court yesterday granted an order extending the authority and power of Wm. C. Niblack and Eugene H. Pearson, who were appointed receivers in bankruptcy in Chicago on Monday for Sutter Bros., Corporation, wholesale dealers in leaf tobacco of Chicago, with a branch store at 174 Pearl street, this city, so as to include the property in this city, on the application of Platzek & Stroock, attorneys in the East for the receivers. Platzek & Stroock said that the assets in this city are about $150,000 in stock of leaf tobacco and accounts receivable. As the receivers have given bonds in Chicago for $1,000,000 they were not required to file any additional bonds here. Application for ancillary receivers is being made in Massachusetts and Pennsylvania, where the corporation has property.

The application for the receivership here was made by Edwin A. Sutter, whose claim is $6,556; Ray C. Sutter, $18,982, and Clarence B. Sutter, $3,474, all for money owing to them by the corporation. It was alleged that the corporation is insolvent, that on November 2 it paid to L. Newberg & Co. $1,400 to prefer them and that a petition to have the corporation declared bankrupt was filed in Chicago. The receivers took possession of the property at 174 Pearl street late yesterday afternoon.

MORE TOBACCO FAILURES.

Firm of Crump Bros. of Chicago Forced into Bankruptcy.

Chicago, Nov. 10.—Another large leaf tobacco house, that of Crump Brothers, was forced into the bankruptcy court today.

The concerns of Sutter Brothers and Crump Brothers were intimately connected in business dealings. The liabilities of the firm are estimated at $225,000 and the assets at $150,000.

A receiver has been appointed for A. Hussey & Co., wholesale dealers in leaf tobacco at Chicago and St. Louis, which firm was closely connected with Sutter Brothers.

Anti-Premium Bill.

Washington, Nov. 10.—Representative Tawney, of Minnesota, yesterday introduced in the House a bill to prevent the giving of premiums with packages of tobacco. It was referred to the Committee on Ways and Means.

IMMENSE PURCHASE OF LAND.

Seventy-five Thousand Acres in Texas Wanted by Chicago Men.

General Passenger Agent Anderson of the Southern Pacific has gone to Chicago in response to a telegram to assist in the closing up of the big tobacco land deal. When the general passenger agent was at Chicago last month, with the assistance of L. S. Shelfer, former tobacco expert in the employ of the Government in East Texas, he interested a party of Chicago capitalists in East Texas tobacco lands. When the capitalists had inspected some samples of this year's East Texas yield they immediately set to work to organize themselves into a syndicate to make extensive investment in East Texas tobacco lands.

The deal in question, if accomplished, will be the largest transfer of tobacco land ever made in the country. Seventy-five thousand acres of the choicest tobacco lands in East Texas are involved, and the syndicate announces its intention to undertake the cultivation of no small portion of the total tract immediately. The deal also includes the establishment and construction at Nacogdoches of tobacco warehouses, cigar factories, cigar box factories, in fact, all such accessories as may be necessary in the successful propagation of the industry.

When Secretary Wilson was in South Texas, in conversation with a prominent railroad official, he asserted it as his belief that East Texas would some day be a great tobacco producing section. He also stated that his own experts in attempting to distinguish the East Texas product from the famous Cuban product had failed.

RECEIVERSHIP HEARING.

In Trenton last Friday Chancellor Magie filed a memorandum with the Clerk of the Court of Chancery transferring from Vice Chancellor Pitney to Vice Chancellor Reed the further hearing of the application made by McAlpin and others for the appointment of a receiver for the Universal Tobacco Company.

This case was partially heard before Vice Chancellor Pitney and a rule made by him that the complainant should be permitted to inspect the books of the company was carried to the Court of Errors and Appeals. There has been no decision as yet on this point by the higher court. Chancellor Magie in his order stated that as the taking of testimony will be necessary the hearing of the case would be facilitated by having Vice Chancellor Reed continue it.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

WANTED.—Three or four Progress Bunching Machines, steam power. Address Box 13, care of The Tobacco World, Philadelphia. tf

JOB LOTS OF CIGARS WANTED for sale by a prominent brokerage firm. Any quantity. Prices must be low and goods salable. Address Box 22, Care of The Tobacco World, Philada. 10-31-tf.

WANTED.—A Small Factory in First District, Pa., the owner of which, if a thorough manufacturer, would be made foreman, in consideration of use of building. Mention full details. Address, Box 14, care of The Tobacco World. 11-1-tf.

FACTORY WANTED.—First District of Penna.; capacity 25 to 50 hands; fully equipped with tables, chairs, sweat room, etc. State lowest rent and class of goods made in your town, also what other cigar manufacturers in your town. Address, Box 15, care of The Tobacco World, Philadelphia. 11-1-tf.

A PROMINENT Cigar Broker desires to correspond with Pennsylvania manufacturers of Low and Medium grade goods with view to representation. Union and Non-Union cigars required. Large outlet assured to first-class factories at proper prices. Manufacturers with novelties especially desired. Address, Box 9, Care of The Tobacco World. 10-25-tf

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in Leaf Tobacco
Lancaster, Pa.

J. W. BRENNEMANN,
Packer of and Dealer in
Leaf Tobacco
MAIN OFFICE,
Millersville, Pa.

United 'Phone: { No. 931 A, Millersville. No. 1803, Lancaster.
Lancaster Office, 110-112 W. WALNUT STREET

PENNSYLVANIA TOBACCO WORKS
128 North Tenth Street,
READING, PA.
Manufacturers of A Fine Line of
Chewing and Smoking Tobaccos
For Wholesale and Jobbing.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

Menno M. Fry & Co.
Packers of and Dealers in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

IRREGULAR PAGINATION

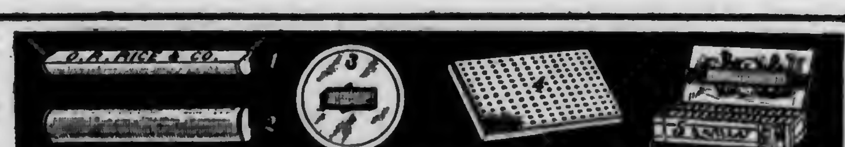
GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON,
Factory Representative for Penna.
1133 Ridge Avenue, Phila.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

A sure cure for Dry Cigars and Tobacco.

A cure for foul, slimy, Sponge, Cotton and Felt.
The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.
Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock. No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities. No. 3 for tobacco pails. No. 4, Pans ½x12x20 to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size ½x7x17 for each wall case shelf; ½x18x40 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.
O. R. RICE & CO., 103 East 14th Street, NEW YORK.

Trade-Mark Register.

ORIGINAL BROTHERHOOD. 14 258
For cigars. Registered November 3, 1903, at 4 p m, by Altman Bros., Philadelphia, Pa.

FAIRMOUNTS. 14,259
For cigars. Registered November 7, 1903, at 2 p m, by P. C. Fulweiler & Bro. Co., Philadelphia, Pa.

CHAROT. 14,260
For cigars. Registered November 9, 1903, at 9 a m, by Sachs Bros., Baltimore, Md.

GENERAL STONE. 14,261
For cigars. Registered November 9, 1903, at 9 a m, by Sachs Bros., Baltimore, Md.

BEAR'S RECORD. 14,262
For cigars. Registered November 9, 1903, at 9 a m, by L. M. Glatfelter, Thomasville, Pa.

REJECTIONS.

Hiawatha, Anonah, Saratoga, Corker.

CANCELATION.

"Mam'selle Napoleon," registered October 31, 1903, has been canceled.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

El Mapola, Mendoza, The Cuban Sword, Old Sod, Are Good, Argood, La Coiffure, Ancita, El Condiclo, Cordialo, El Oposo, Fusco, Almavia, Hannibal, Seal of Perfection, Vemo, Donstano, Euphemia, Yokena, Sagamont, P. C. & St. L. R. R. Smoke, Van Den, Long Neck, Mainzer Carneval, La Salle Principe, Vice Admiral Togo, Sweet Bits, Taste-it, Ruggles, Hoffman Rolls, Nip-on, Mountain Echoes, Bank-Teller, Flor de Virmejo, Prof. Theodor Mommsen, Petersburg Express, La Careyola, La Medala de Exposicion, Island-House Bouquet, Alala, Donator, Streno, Smokeall, Witchcraft, La Crosse Court House, Guthrie Daily Leader, Mike Huntry, Half Diamond, Nickel Proposition, Benjamin Abbott, Damasco, El Zab, Steel Xolbert, 109, Ku Ke Re Ku, Col. Geo. B. McClellan, La Ventosa, Common Council, Flinch, Laurel Line, Enterprise Mine.

Failure in York.

The La Buta Cigar Company Unable to Pay Debts of $78,000.

Offerings of 1903 Connecticut tobacco have already been made in this market. In general appearance it is reported to be better than the 1902 crop. The goods however, are too new to have a decided set color and danger of a change in color after the cigars are made causes caution in buying.

A representative of The Connecticut Tobacco Corporation, Marcus Floyd, of Tariffville, Conn., has been canvassing this section in an endeavor to revive interest in shade grown Connecticut tobacco. The chief objection, and certainly an important one, is the fact that this class of wrappers is too high priced for cheap cigars and not quite the right thing for 5 cent goods, on which the trade demands the genuine Sumatra.

The Penn Cigar Co., of York, have opened a factory in Spry and secured sufficient workmen to operate same it to its full capacity.

Thirty-one privileges were granted for new and transferred licenses for factories during the month at the York office. In point of receipts the amount collected on taxables averaged a considerable amount more than the collections for the same month one year ago.

The La Buta Cigar Co. has filed a petition through a local attorney in voluntary bankruptcy in the United States District Court at Scranton, Pa. The assets of the company are $14,000 and the liabilities over $78,000. An individual application for the benefit of the bankrupt laws was also made by Kurwin L. Eisenhart, one of the members of the firm. His assets are $18,000 and his liabilities $35,000. The other members of the firm have no assets. Two local banks, the York National and the First National, are interested to the extent of $18,000, a box manufacturer several thousand as well as a number of prominent leaf houses in this city, Lancaster and New York. A judgment against Samuel L. Gross, one of the partners, and Augustus L. Gross for $2,225, in favor of Kurwin L. Eisenhart, as trustee, was entered of record on October 17, 1903. This is based on a judgment note dated February 9, 1898.

Recent visitors in York were: E. Gans and Samuel Jaskulek, of S. Jaskulek, Gans & Co., Cleveland, Ohio; J. Herbert Brand, of Jno. Brand & Co., Elmira, N. Y., and Geo. Hanna, of Hanna Bros., Dayton, Ohio.

Prohibitory Legislation.

A prominent member of the Legislature of Virginia, who is also a large planter of tobacco, announced a few days ago that he was seriously contemplating offering a bill designed to prevent farmers from raising more than a certain quantity of tobacco. Thus the size of the crop would be reduced, and prices would go up again.

TO OUR CUSTOMERS
Our factory was completely destroyed by fire on Oct. 3d, but have for the present time fitted up temporary quarters and are again in a position to supply the trade with anything in the line of
Cigar Manufacturers' Supplies
Will be able again to furnish the Best Cigar Mold in a very short time.
PLEASE REMEMBER:
Our Goods are Right; Our Prices are Right; We Treat You Right.
Awaiting your further commands, which we promise shall have our prompt attention, we beg to remain Faithfully yours,
THE STERNBERG MANUFACTURING CO., Davenport, Ia., U. S. A.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending November 7, 1903.

Hamburg—American Tobacco Co., 717 bales tobacco.

Havana.—James E. Ward & Co., 9 cases cigars.

Bremen.—E. Rosenwald & Bro., 94 bales tobacco.

Cienfuegos.—George L. Anderson, 1 case cigars; I. Kaffenburg & Sons, 92 bales tobacco; James E. Ward & Co., 1 case cigars.

Santiago.—James E. Ward & Co., 10 cases cigars.

Glasgow.—Pim, Forwood & Kellock, 210 boxes clay tobacco pipes.

Liverpool.—Kaufman Bros. & Bondy, 6 cases cigarette paper.

London.—J. W. Surbrug, 1 case tobacconists' goods.

SUMATRA TOBACCO.

Str. Rotterdam, arrived Nov. 3:
(339 bales; 9 cases.)

United Cigar Mfrs.	140	bales
Trucket Cigar Co.	71	"
A. Blumlein & Co.	37	"
A. Cohn & Co.	32	"
F. & E. Cranz	20	"
H. Duys & Co.	20	"
G. Falk & Bros.	19	"
A. Blumlein & Co.	8	cases
Pim, Forwood & Kellock	1	case

HAVANA TOBACCO.

Str. Mexico, arrived Nov. 2:
(4,157 bales; 71 bbls.; 36 pkges.)

James E. Ward & Co.	2,359	bales
J. Bernheim & Sons	332	"
F. Miranda & Co.	280	"
Kaiser & Klug	175	"
Blumensteil & Co.	131	"
Guedalia & Co.	100	"
J. Gestal	96	"
Hamburger Bros. & Co.	89	"
B. Rosenbluth	62	"
Hoffman & Son	62	"
B. Rosenbluth	60	"
Order	51	"
J. Menendez	44	"
Wm. Glaccum & Sons	42	"
Yocum Brothers	38	"
G. Salomon & Bro.	32	"
E. Regensburg & Sons	31	"
Charles Goldberg	29	"
J. Mendez	25	"
George B. Watson & Co.	22	"
S. L. Goldberg & Sons	22	"
American Cigar Co.	15	"
J. W. Merriam	15	"
F. Alvarez	11	"
A. Percy	8	"
Greenhall Bros.	7	"
Rothschild & Brother	5	bales
I. Bijur & Son	5	"
C. Vogt & Sons	5	"
Wm. Broadhurst	4	"
M. D. T. Co.	24	bbls.
G. Salomon & Bro.	20	"
M. Gonsalez & Co.	17	"
Greenhall Bros.	10	"
Simon Balb & Co.	26	pkgs.
Yocum Bros.	10	"

Str. Seneca, arrived Nov. 3:
(1,642 bales)

E. V. Skinner	700	bales
J. Bernheim & Son	513	"
James E. Ward & Co.	281	"
L. A. Solomon & Bros.	51	"
A. Murphy & Co.	27	"
E. Hoffman & Son	25	"
Starlight Brothers	25	"
Manuel Cruz	20	"

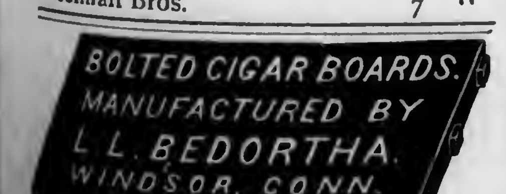
Str. Monterey, arrived Nov. 7:
(684 bales.)

James E. Ward & Co.	546	bales
A. Murphy & Co.	107	"
Wm. Brader	24	"
Antonia Vina	7	"

HAVANA CIGARS.

Str. Mexico, arrived Nov. 2:
(822 cases)

James E. Ward & Co.	498	cases
Havana Tobacco Co.	229	"
Calixto Lopez & Co.	16	"
G. S. Nicholas	14	"
Park & Tilford	13	"
Robert E. Lane	12	"
Waldorf Astoria Segar Co.	8	"
L. J. Spence	7	"
G. W. Sheldon & Co.	5	"
Order	5	"
H. R. Kelly	3	"
C. D. Stone	3	"
T. S. Todd & Co.	2	"
Garcia Bros.	2	"
Acker, Merrall & Condit	2	"
Boos & Co.	1	case
National Cuba Co.	1	"
West Shore R. R. Co.	1	"



WAREHOUSES CLOSED.

Because of the tobacco combine's policy to buy tobacco from the field, the Louisville Tobacco Warehouse Company has been obliged to close five of its warehouses. This leaves only eight of the thirteen houses controlled by the company to do business.

The trouble began three months ago, when the combine stopped buying tobacco from the Louisville warehouses altogether. After two or three trips to New York the manager of the Warehouses succeeded in getting a promise for the Continental to buy of the warehouses when they needed tobacco. Since then the combine has bought so little in the Louisville market that the warehouse company has been compelled to retrench. Those houses which will go out of business are Rice & Turner, Brown, Stone, Henry and Buckner.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order.
JOHN E. OLP,
Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced. Correspondence, with Wholesale and Jobbing Trade only, solicited.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

OUR WASHINGTON LETTER.

(Concluded from page 12.)

not be construed as permitting the use of two or more stamps on sample packages of cavendish, plug or twist tobacco weighing one pound or under. The tax may be paid on such packages by the use of either one strip stamp or one ounce stamps, with as many coupons as may be necessary to cover the tax, but the use of a strip stamp and a one ounce stamp with coupons or the use of two or more strip stamps on one package will not be sanctioned by the Commissioner. The putting up and stamping of packages of fine-cut, chewing, smoking and other tobacco, as provided for in articles 2 and 3 of section 3362 R. S., have not been changed in any manner.

DUMMY CIGAR BOXES.

Deputy Commissioner Wheeler has notified the Collector of Internal Revenue at Boston that under the law he cannot interfere with the use of empty pasteboard boxes, branded "———— cigars," which are now being used as display advertisements in that city. They are, however, regarded as objectionable because they are made exactly like the genuine boxes placed on the market, filled with cigars, and labeled, branded and stamped by the factory mentioned. To all outward appearances these "dummies" contain cigars packed in boxes without being labeled, branded and stamped, as required by law, and Mr. Wheeler advises internal revenue officers, in order to satisfy themselves that the law is not being violated, to open and examine every such box wherever found. This will cause the dealers great annoyance in having their displays disturbed and the boxes opened, and for this reason their use should be discouraged.

EMPLOYES ENTERTAINED.

Pleasant Occasion at a Cigar Factory in Tylersport.

At their cigar factory in Tylersport, Pa., October 31, A. R. Cressmon's Sons entertained about four hundred guests, including all the employes of their factories in Tylersport, Sellersville and Quakertown. Several addresses were made, one by Harry E. Grim, of Pekasie, who among other things said: "I believe that here we have an example of the proper solution of the labor question. If employers and employes understood each other as well as you do there would be no occasion for difference. If employers would in all cases remember that employes are human beings I believe they would not only win and hold the everlasting gratitude and good wishes of employes, but that it would pay them in dollars and cents. In these days when the relations between capital and labor are so often strained and antagonistic it is indeed a pleasure to witness this instance of complete harmony."

The menu required 135 pounds boiled ham, 50 pounds dried beef, 50 pounds bologna, 60 pounds cheese, 25 pounds butter, crate of celery, 100 loaves of bread, 50 dozen cakes, two bunches bananas, one barrel pretzels, 100 quarts of ice cream, six barrels of beer, 20 cases of soft drinks and 800 cigars, besides coffee, pickled goods, apples, etc. A moving picture entertainment and dancing followed the spread.

HIGH-GRADE CIGARS
Manufactured by
A. W. Zug,
East Petersburg, Pa.
We Employ No Salesmen
All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories: *YORK and YOE, PA.*
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVE
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
ENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—*The* Bear Brand—*The* Cub Brand—*The* Essie Brand.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

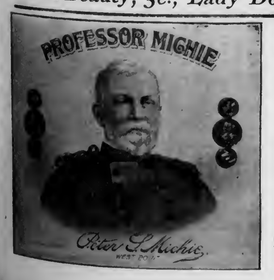
B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.



La Union Cigar Co.
HANOVER, PA.
Manufacturers of
High Grade Union Made **Cigars**
Our Special Brands: ALEX. WILSON, PROFESSOR MICHIE, UNION CHIMES, MINERS' VICTORY, LA UNION CROOKS

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced **Cigars**
Red Lion, Pa.

Remember—the MELODIOSO is Our Leader.

·E. A. CÁLVES & CO.· IMPORTERS OF ◇C◇ HAVANA 123 N. THIRD ST PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,

Packers and Dealers in **Leaf Tobacco**

105 S. George St., YORK, PA.

Walter B. Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of **Leaf Tobacco**

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.

Packers of **Leaf Tobacco**

James and Prince Streets,

LANCASTER, PA.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

THOS. R. DECKER

YORK, PENNA.

MANUFACTURER OF

Sweet Damsel, D. & S.

High Grade Medium Priced

Cigars

For the Wholesale and Jobbing Trade. Correspondence invited.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

In our last issue I spoke of the stripping of tobacco. The critical grower will say, "Why, I wonder who does not know how to strip and put tobacco into the bundle. Oh, fudge!" Now I will tell you what I have seen in the line of stripping tobacco. I have seen six, eight and ten men, when stripping, commence at the further end of the line to pass it along, and by the time it reached the man who stood by the bundling box, there would be a bunch of tobacco so large that it could not be clasped with both hands. When that mess goes into the box it is twisted and rolled up in bad shape. You cannot straighten it out by making the leaves on the top lay out straight, for the bottom leaves were all twisted as much as the top ones were. Then the packer comes down on it with his knees so that it is solid in some places and not in others. Any one that has ever helped to sample a lot of tobacco knows the condition of a case of tobacco packed with the packer on his knees inside of the case, pressing it down solid under his knees, when the case is full and pressed ever so hard. When they come out every hand shows the dent of the packer's knee. This practice is not allowed in these days, but the packer must stand upon the outside of the case.

The grower should use as much care in handling the tobacco as do the great packers. Each and every one knows that the grower has put a great many dollars and a great amount of labor and time into the crop, and he should be very careful of the product after he has it raised. Put a box between two or four men and make each man place his own stripping into the box, well straightened and smoothed down; then press with a board. When the bundle is opened, the buyer sees the product in its best possible shape. Don't allow any person to toss the bundles around, but keep the papers around the bundle clean. Then your crop will show well from the outside, and there are no apologies to make to the buyer.

Our correspondents write: North Hadley, Mass.: "Tobacco sales in this place have varied from 11½ to 22c, according to quality, averaging about 14c. One-half of the crop is sold. One packing house has commenced work. Two others will begin in a week or two. There are no sales just at present; buyers are waiting to see how their holdings sort out."

Phones: { Keystone, 65-64A Main Bell, 62-39A

M. Kaufman & Co.

Manufacturers of Union Made

Turkish Cigarettes

504 S. Fifth St., Phila.

Special Brands:

MUNJURA, MATCHAKA, MIENAK

KLEINBERG'S

"CHICO"

KING of 5c. CIGARS

AGAIN ON THE MARKET.

Our famous "SMOKE-IT" Cheroots are selling faster than ever before.

Philadelphia

Manhattan Briar Pipe Co

Manufacturers of

Briar and Meerschaum Pipes

Importers of

SMOKERS' ARTICLES

Salesroom, 10 East 18th St. NEW YORK.

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of

Fine and Common **Cigars**

Established 1890.

Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ

Manufacturer of High Grade

EGYPTIAN CIGARETTES

74 Wooster Street NEW YORK

Traveler–Cork Tips. Planet–Gold Tips
Planet–Plain Tips. Planet–Cork Tips

PATENTS

promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo. for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. Address,

H. B. WILLSON & CO., Patent Attorneys
774 F Street, N. W., WASHINGTON, D. C.

DETROIT AND BUFFALO STEAMBOAT CO.

QUEENS OF THE LAKES

Steamers Eastern States and Western States

$3 SAVED

TO ANY POINT WEST

Lv. BUFFALO daily 5.30 P. M., ar. DETROIT 7.30 A. M., connecting with all trains West and S. & C. for Michigan points. Lv. DETROIT daily 4.00 P. M., ar. BUFFALO 7.30 A. M. Fare: $5.50 one way, round trip $9.00. Berths $1.00 and $1.50, rooms $3.50, parlor $2.50 each way. Week End Excursions DETROIT and Return, $3.50. Send 2c. for illustrated pamphlet. Address A. A. SCHANTZ, G. P. T. M., Buffalo, N. Y.

Conway, Mass.: "No sales to report this week. The growers are looking anxiously for a damp time so that they can be stripping this nice warm weather. It has been one of the best seasons to cure the crop that has been known for many years. The good tobacco ought to bring a good price."

North Hatfield, Mass.: "No sales of tobacco for some time past. The agents of some tobacco firms are looking around where parties have part of their crop in bundle. Oscar Belden & Sons, David Powers, A. H. Marsh, John Brennan have their crop all down and in bundle. All are waiting for a good damp time."—American Cultivator.

BALDWINSVILLE, N. Y.

A. Heinke is reported as having made a few good crops of old recently and is still in the market for the better grades. E. C. Munroe, the local representative of the American Cigar Company, has been buying hail-cut 1903 crop, and is still buying.—Gazette.

EDGERTON, WIS.

While the buying of the new crop seems a good deal neglected of late, considerable more activity is noticeable in the cured leaf. Old stock in country hands is being absorbed quite freely and trading among packers assuming larger proportions than for some time past.

W. T. Pomeroy & Co. report the sale of 300cs of '01 and '02 goods. N. E. Nelson sold an 80cs lot of export, and Ford & Kellogg 83cs. McIntosh Bros. bought a 300cs packing of '01 of a Sun Prairie packer, and Geo. Decker 103cs of '01 of O. A. Peterson, of Orfordville. F. S. Baines bought 113cs of O. C. Colomy, of Evansville.

The weather continues delightfully pleasant, and the new crop is so thoroughly cured in the sheds that stripping can commence after the first casing weather, if growers desire.

All reports agree that the samples of '02 Wisconsin are being well received in the Eastern markets and the goods selling readily at good figures, better even than packers hoped for, that is for the sound portions. Packers are pretty generally disposing of their low grade and damaged goods whenever an opportunity opens, even at less than cost prices, and an export opening is being found for them.

Shipments, 500 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Fall sampling is going on freely, with quite a nice line of all grades of Leaf, both Colory and Dark, sampled this week. Inquiries for prices continue, and the prospect is that before long satisfactory sales will take place, as quality and condition are good.

QUOTATIONS

Lugs—Common to Good, 4½ to 5c.

Leaf—Short: Common, 5 to 5½c; Medium, 5½ to 6c; Good, 6 to 7c.

Leaf—22 to 26 in.: Common, 6 to 6½c; Med., 6½ to 7c; Good, 7 to 8c.

Cigar Wrappers, 6½ to 8c; Fillers, 5 to 5½c; Snuff Leaf, 5 to 5½c.

Reports of examination of the new crop by dealers during the week do not indicate as good a crop as was expected, but rather as a whole about one-fourth of the crop is Medium to Good, while three-fourths is Common—thin leaf, lacking body, suitable for Italian Regie, Bremen and A. S. Co. This condition makes holders of old tobacco firmer than before.

Sales for the week, 31 hhds; for the year, 9,559.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts for the year ending November 1,	21,939 Hhds.
Sales for the year,	11,099 "
Shipments for the year,	24,431 "
Receipts in Oct were	11 "
Sales " " "	556 "
Shipments in " "	1,351 "
Total stocks Nov. 1, "	5,143 "

Buyers' stocks, 428 hhds; Sellers' stocks, 4,715 hhds.

Reduction in October, 780 hhds.

Our receipts this week were 14 hhds; private sales, 71 hhds of the lower grades of Leaf at the late ruling prices. The protracted drouth of months was broken by good rains on the 1st inst.

Usually at this period the loose tobacco market is opened, but, as the stemmers will not buy and the leaf operators are in no hurry, the market will open much later than usual.

QUOTATIONS:

Low Lugs	$3.50 to $4.00
Common Lugs	4.00 to 4.50
Medium Lugs	4.50 to 5.00
Good Lugs	5.25 to 5.75
Low Leaf	4.75 to 5.25
Common Leaf	5.50 to 6.25
Medium Leaf	6.50 to 7.50
Good Leaf	7.50 to 8.50

Cows Killed by Tobacco.

George Bodley, of St. Paul, Minn., has begun suit against Henry F. Boehne, claiming damages because three of Bodley's cows were killed by eating remnants of half-burned tobacco leaves which Boehne is said to have left in a public street. Boehne, it appears, made a bonfire of tobacco leaves, and three of Bodley's cattle were attracted by the sweet savor and ate thereof and died. There is a little dispute as to the liability, Boehne claiming that Bodley should have kept his cattle enclosed securely, and Bodley retorting that he had done so, but that the cattle broke down a fence and escaped.

New Counterfeit $3 Note.

The Secret Service has announced the discovery of a new five dollar silver certificate, series of 1899, check letter A, plate No. 161, Lyons register, Roberts treasurer. The most noticeable defect in this counterfeit is the coarse, blotchy appearance of the Indian head. The paper is of good quality, with red ink lines to imitate the silk threads of the genuine.

Smoke

FAUGH-A-BALLAGH

5c CIGAR

WRITE

GRANEY

Commercial Cigar Co.

476 North High Street, COLUMBUS, OHIO.

Barnesville Cigar Co.

W. H. BARLOW, Proprietor, *Barnesville, Ohio,*

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD

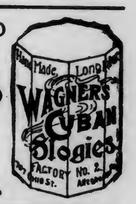
WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.



T. L. ADAIR, *Established 1895*

WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

The Cigars You Want at

W. D. SAHM'S

Union Cigar Factory

Ask for Samples AKRON, PA. Correspondence Solicited

E. E. Weaver

Manufacturer of Fine Cigars

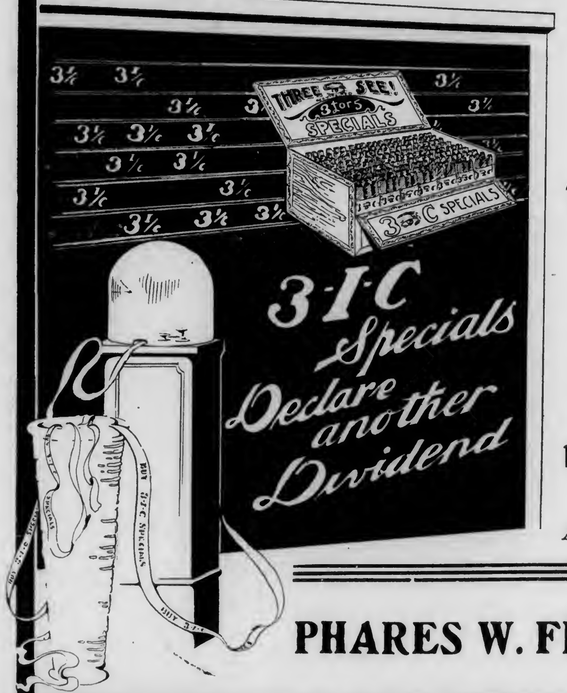
TERRE HILL, PA.

Orders from the Jobbing Trade Solicited. Shipping Station, East Earl.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic **Cigars**

Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.



Buy 3--I--C Specials

They are always declaring dividends for the energetic jobber who handles them

Smokers Praise Them
Dealers Endorse Them
Jobbers Re-Order Them

3--I--C SPECIALS are the best stock to buy at 3 for 5c. Sold to jobbers only.

A Postal Will Bring Price and Sample.

PHARES W. FRY, - Lancaster, Pa.

A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.
Manufacturers,
READING, PA.

G. M. Wechter,

Established 1883

Manufacturer of

Cigar Boxes

GOLD LEAF PRINTING a Specialty

Akron, Pa.

F. W. Dohrmann. [Estab'd 1873] Theo. S. Dohrmann.

F. W. Dohrmann & Son,

Packers of **Cigar Tobacco**
Packing Houses: { Covington, O. / Gettysburg, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.

Redryers of **Burley Tobacco**
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.

Samples forwarded on application.

Office & Warehouse, **11 and 13 Vine Street, CINCINNATI, O.**

Business Changes, Fires, Etc.

District of Columbia.

Washington.—W. A. Trotter & Bro., cigars and tobacco, succeeded by S. H. Wilson.

Illinois.

Peoria.—Newman & Ullman, wholesale tobacco, incorporated under same style.

Kentucky.

Dycusburg.—S. H. Cassidy & Co., tobacco, petition in bankruptcy.

Maine.

Sabattus.—Frank P. Lombard, cigars, etc., sold real estate, $1.

Van Buren.—Emile M. Violette, cigars, etc., real estate mortgage, $500.

Maryland.

Hagerstown.—Jas. W. Seaman, cigars, sold out to W. H. Ridenour.——James W. Seaman, cigars, real estate mortgaged, $1,800.

Michigan.

Detroit.—Milton Kuttnauer, proprietor of the Cabinet Cigar Co., trustee bill of sale, $4,060.

Minnesota.

St. Paul.—J. Schous & Co., cigars, succeeded by J. Johnson.

Missouri.

Tipton.—John E. Fredericks, cigar manufacturer, sold out.

Nebraska.

Omaha.—C. T. Williams, cigars, bill of sale, $2,000 to Anna La Blanche, et al.

New York.

New York City.—National Cigarette Co., sheriff in possession.

North Carolina.

Wilson.—Carter-Whitehead Tobacco Co., leaf tobacco, damaged by fire.—Venable Tobacco Co., leaf tobacco, burned out.

Ohio.

Dayton.—John J. Duerr, cigars, bill of sale, out of business.——Heitmann-Kloeb Co., cigar manufacturers dissolved. Continued individually.

Wisconsin.

Milwaukee.—Benj. Lewis, cigars, etc., real estate mortgage, $2,400.

PATENTS RELATING to TOBACCO, Etc.

743,253 Cigar or pipe tray. John B. Crap, Indianapolis, Ind.

742,981 Tobacco harvesting knife; James B. Gatewood, Huntington, W. Va.

742,877 Cigar machine; Ernest Kuhne, New York City.

743,208 Cigar band; Louis M. Weiler, New York City.

743,368 Apparatus for pressing cigars; Robert Woerner, Mannheim, Germany.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

436 & 437 W. Grant St.

Lancaster, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

KRUEGER & BRAUN

LITHOGRAPHERS AND PRINTERS.

Samples furnished on application

322-326 East 23d St. NEW YORK.

NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Special Designs — Engraving Embossing

H. S. Souder,

CIGAR LABELS,
PRIVATE DESIGNS a Specialty
CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

143 Liberty St.
New York.

CIGAR BOXES of Every Description

Gold Leaf Embossed Work

A. Kauffman & Bro., York, Pa.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in
Labels, Ribbons, Edgings, etc.

716—728 N. Christian St. LANCASTER, PA.

Best Workmanship — The Lowest Prices

H. W. HEFFENER

Steam Cigar Box Manufacturer

DEALER IN

Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Cor. Howard & Boundary Avenues
YORK, PA.

Frank Ruscher — Fred Schnaibel

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

COUNTRY SAMPLING Promptly Attended to.

BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

FRAZIER M. DOLBEER — G. F. SECOR, Special.

F. C. LINDE, HAMILTON & CO.

Original "Linde" New York Seed Leaf Tobacco Inspection

Established 1864

Principal Office, 180 Pearl Street, New York City.

Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.

Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

M. D. BOALES,

LEAF TOBACCO BROKER

Cable Address, "Boales," U. S. A.
Use Arnold's No 5 Tobacco Cipher.

Hopkinsville, Ky.

Cigar and Tobacco Factories

are Earning Fat Dividends when Located in Seaboard Territory.

The Seaboard traverses from end to end the tobacco belt of the South, and a location can be given you from which within a radius of one hundred miles you can draw every grade of tobacco, including the finest Shade Grown Sumatra.

If you want to come South for any reason ask for our literature; if you want to locate a factory ask for our special proposition to manufacturers.

J. W. WHITE,
General Industrial Agent, Portsmouth, Va.

SEABOARD AIR LINE RAILWAY

BANDS

FROM THESE CIGARS

Cremo	Santa Bana	Velvet
Cubanola	Peola	Continental
Geo. W. Childs	Smokettes	Detroit Free Press
Jackson Square	Columbia	Siona
Premios	Dowledo	Spaniola
Exports	Wego	Two Orphans
La Belle Creole	Nerve	Benefactor
Fontella	Star	Florodora
Renown	Lillian Russell	Florodora Operas
Salva Fuma	Turco	Pioneer

ARE VALUABLE

TO EVERY

JOBBER

RETAILER

AND **CONSUMER**

They increase the demand of Consumer thereby the business of Jobber and Retailer

The Band is Your Protection

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited — Advances Made
Settlements Made on Day of Sale

JAMES PRANGLEY, Jr.,
First Class Stock Companies Only. **Fire Insurance** Insurance on Tobacco & Cigars a Specialty.
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LITHOGRAPHING — METAL EMBOSSED LABELS — METAL PRINTED LABELS
H. J. Heischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS — ENGRAVING — EMBOSSING

ALBERT FRIES — HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free — The Most Popular Flavors Since 1855. ☞Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

FOR SALE BY ALL DEALERS

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

M. H. Clark & Bro — Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY.
Clarksville, Tenn.

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JOHN A. SAUL,
CORRESPONDENCE SOLICITED
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R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, Moundsville, W. Va.
Jobbers, Write for Samples.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

EISENLOHR'S Cinco CIGARS Philadelphia

GUMPERT'S
MANETO
114 N. 7th St. Philada. Gumpert Bros. Manufacturers.

PHILADELPHIA SMOKE VENTERLEIN BROS.' SABOROSO PHILADELPHIA CIGARS BOSTON

Clean as the food you eat
Vesper CIGAR 5¢

LORD LANCASTER, 10c.
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Factories:
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"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

Pent's
TAHOMA
FIVE CENT
PENT BROTHERS,
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PHILADELPHIA.
CIGARS

L. E. Ryder, Factories 26 and 507, 9th District Penna.
Wholesale Manufacturer of
Cigars
LANCASTER, PA.
The Best Possible Goods for the Least Possible Money

"Millions for Farmers" So Says Secretary Wilson, U. S. Dep't of Agriculture
TEXAS TOBACCO TRACTS
Write for Full Information to....
Exhaustive tests prove that the finest grade of... CUBAN LEAF Filler and Wrapper can be grown in the Texas on line of the
SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.
T. J. ANDERSON, General Passenger Agent, Houston, Tex.

A. D. KILLHEFFER MILLERSVILLE, PA.

Goods Sold Direct to JOBBERS and DEALERS.

Maker of
High Grade CIGARS
All Fine Work

NO SALESMEN EMPLOYED.

Warranted Havana Filler, Sumatra Wrapper and No Flavoring Used.

Communicate with the Factory. We Can Save You Money.

THE TOBACCO WORLD
ALWAYS SPARKLES
ESTABLISHED IN 1881 Vol. XXIII., No. 46
PHILADELPHIA, NOVEMBER 18, 1903.
ONE DOLLAR PER ANNUM. Single Copies, Five Cents.

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VUELTA. LA RITICA TRADE MARK F.M. ABAJO.

TOBACCO.

CHOICE Manicaragua and SANTA CLARA TOBACCO.

TRADE MARK LA UNICA

F. MIRANDA & CO.,

IMPORTERS,

222 PEARL STREET, NEW YORK.

PRINCIPE ALFONSO 192. HAVANA.

Established 1881 Incorporated 1902

THE TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
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GIVE THE BABY A NAME.

Register Your New Brands
WITH
The Tobacco World
Where they Will be Seen by the Entire Trade.

The fee for registering is $1.00 for each trade mark. The usual charge of 25 cents will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Old Age and Tobacco.

A FEW years ago there appeared in one of the leading humorous publications a story intended to be funny but which was more pathetic than funny.

The story told of a man, an old bank employe, who, having served the bank for fifty years, was voted a vacation with salary in full for the rest of his life.

And then the old fellow started off to enjoy all the pleasures which had been denied him in his boyhood and young manhood and in the years of his vigorous maturity. But it was no use. He bought a rocking-horse, but it gave him no pleasure. He filled his pockets with all sizes of marbles of brilliant hues, but the small boys wouldn't play with him. He bought clothing such as he had denied himself in his youth and went to picnics, on excursions and to theatres and joined a club; but the time had passed by when he could find pleasure in any such diversions. Finally he became discouraged and went back to the bank and asked that he might go back to his old work.

The moral of all this is that in youth and activity and energy there is an offset to lack of ample means, and that however much financial success may come with later years, the capacity for enjoyment may be gone. The youth and man who grasps every opportunity for reasonable enjoyment as it presents itself is the one who, when the shadows of old age fall upon him, has the greatest reason for resignation to the failing of his powers and the most pleasant recollections to lessen the weight of his declining years.

A personal letter which came to The Tobacco World office a few days ago, addressed to a member of the editorial staff, was written by a venerable gentleman now in his ninth decade, and one whose life has been filled with such happiness as few have known. Full of energy and activity and industry, a man of the highest personal character, of unimpeachable integrity and of pronounced business ability, he has enjoyed unbounded respect and confidence all his life. Now, in his old age, with sons of whom he has reason to be proud, with beautiful and charming grandchildren, he, and the sweet-faced partner of his joys and sorrows, can look back upon their lives with gratitude and thankfulness for all the blessings which have come to them.

Since early manhood he has sought and profited by whatever sunshine and happiness and contentment there was to be found in life, and one of his greatest comforts has been a moderate use of tobacco. The letter above referred to was written in acknowledgement of receipt of a copy of The Tobacco World, and in it he speaks of an article therein which told of a discussion over the use of tobacco at a Methodist conference, an article in which he took a special interest inasmuch as he has been an earnest Wesleyan all his life.

"I find," he writes, "that The Tobacco World contains lots of information concerning the weed. The taking advertisements make one's mouth water for a good cigar. It is some time now since I dropped the use of tobacco in all forms. You might say it is time I did; for I have used it most of the time for fifty years. I read with interest the article concerning the Methodist ministers discussing its use. I never favored the matter being brought into our church discipline as it has been. I say—Let everyone be persuaded in his own mind concerning its use or disuse."

No man can have lived so many years as the writer of the letter quoted above without having experienced more or less of disappointment and misfortune, but through all these years he has been a model for other men in his cheerful disposition and in his sympathy and helpfulness towards those in need of encouragement and aid from him. How far his inclination to see the bright side of all existing conditions, his courage to overcome obstacles when courage was so needed, and his willingness and readiness to meet and conquer difficulties for others as well as for himself, has been due to the solace smoking has brought him nobody can say; but not one of the fanatical haters of tobacco who have railed at its use during the last half century can have lived a life more consistent with all that is best in the character of man than has been that of this old gentleman who, now in his eighty-fifth year, doesn't hesitate to admit that "the taking advertisements" in The Tobacco World, "make one's mouth water for a good cigar."

Stamps by the Million.

THE Chicago American, in telling of the stamp project of the Cigar Dealers' Association of America, says:

"The fund will be raised by selling stamps to the dealers to be placed on all the goods in their shops. I. N. Lewis, a large New York manufacturer, placed an order for four million at once and other Eastern dealers ordered as many more."

This may be true, but it has a rather doubtful sound. Four million stamps at a quarter of a cent each represents $10,000. At five cents in stamps for each thousand cigars each dollar represents 20,000 cigars. Ten thousand times twenty thousand is two hundred millions. I. N. Lewis must certainly do an immense business if he needs four million stamps to fill his first order. Two hundred million cigars, even at as low a price as $30 a thousand, represent a total value of $6,000,000, probably more than any one manufacturer would produce in the time which would elapse between having two orders for stamps filled. The Chicago American has a fondness for magnifying facts, and that it has rather overstated the extent of the Lewis order seems probable. Allowing 1,500 cigars a week for each cigarmaker in a factory his annual output would be 78,000. To produce in a year the hundreds of million cigars which is the number represented by four million stamps under the system of the Cigar Dealers' Association would require nearly 800 cigarmakers employed steadily. Of course, there are concerns with even a larger output, but they are few and the probability that any one of them has ordered a year's supply of stamps in advance is not very great.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
D&T
107 Arch St. PHILADA.

Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
HAVANA SEED LEAF TOBACCO SUMATRA
IMPORTERS & PACKERS OF
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN HAVANA LEAF TOBACCO
301 & 303 NORTH 3rd St.
PHILADELPHIA.

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BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

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J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.
Y & N

THE REALM OF THE RETAILERS

The Store Sign.

A store's sign may not seem a very important feature, but it is of sufficient importance to be considered a factor in business. The advertising possibilities of a good sign are not always appreciated by the merchant. When people know a store, the sign is not so important, but with strangers it is different. A person who is not familiar with the stores of a city is guided to a great extent by the signs on the buildings. If he is looking for some line of merchandise, he will watch the signs until he finds that for which he is looking. The more prominent and striking the sign, the more likely it is to attract his attention and influence him to enter the store. Then, too, a sign helps, if it is a good one, to advertise the store. It impresses the merchant's name and business on the public, and in that way does its part to help out newspaper advertising.

Every store has a sign of some sort or other, but how few really good ones there are! Nine out of ten are altogether commonplace—so commonplace, in fact, that they make no impression whatever upon the passer-by. He does not even notice them, unless he is looking for one in particular. Sign after sign affects the eye with monotonous sameness. Weather-beaten black boards with dingy gilt letters greet the eye, and not one has distinction enough to claim a moment's attention. Nor is this true only of the smaller stores; for large, important establishments are frequently represented, or rather, misrepresented, by altogether insignificant signs.

The most common fault to be found with signs is too much similarity. A sign may be both handsome and artistic, but if it is not striking enough to attract attention, it fails of its purpose. Almost every sign one sees is gilt-lettered on a black ground. A sign of this kind would no doubt be very effective if it were the only one in the block, but when there are fifty others just like it, its distinction is lost.

In choosing his sign, the merchant should consider the surrounding signs and try to get something different. Gilt letters may not show up quite so well against a red or blue background as they do against black, but the difference in color will cause it to stand out by its contrast with its neighbors. Combination electric and daylight signs are now made in very effective designs. Of course the electric sign costs more, but its effectiveness is usually worth the increased cost. Then there is the porcelain enameled sign—always attractive because always clean and bright. Some kinds of glass signs are also desirable, because they too are proof against wind and weather. Raised letter signs are striking—in fact, there are as many different kinds of signs as there are stores to put them on; the main thing is to find a sign that is attractive in itself and is at the same time sufficiently different from those of neighboring stores.

* * *

Credit Too Cheap.

Credit is too cheap, and its increasing cheapness requires additional safeguards in the shape of more detailed and specific information concerning a certain risk. On every side we hear the old story of going into business with a few hundred dollars, and by the end of the year owing several thousand, with most of the assets outstanding. Once a retail merchant's capital is on his books, it is only a question of time when he will go under, as he can never figure on prompt collections, but is always asked to meet his maturing bills. For a little while he may manage to buy from one merchant; when his line with that merchant is full, based upon a show of success he easily transfers his account, while owing his original creditor, to another over-zealous merchant desiring to increase his trade. In the course of a little while he becomes slow with his second creditor, and must transfer to a third, and so on down the line, until his reputation for slow pay is established, and then his doom is sealed; it is only a question of what job or jobbers will be the victim and to what extent. These results are of simple explanation; it is the same the country over. A retailer need never refer to a jobber; all he needs is to let the over-zealous salesman know from whom he has bought goods and the balance may safely be left to the salesman. The reasoning in the majority of cases is about as follows: "If A can carry this account, why cannot I carry it? Why should I bring the fact to A's attention that his customer is about to divert his trade to me?" Discretion, secrecy, diplomacy, if you please, is looked upon as sound business doctrine. Information, instead of being freely circulated, is withheld. Sooner or later comes to the surface the startling intelligence that a bankrupt who has been buying from a dozen different jobbers, victimizing them all, has credit extended to him beyond all reason and beyond anything to which he was ever entitled.—D. H. Kirkland.

Attracting a Crowd.

It is an easy matter to keep a crowd of idly curious people in front of a window. A Chicago storekeeper has a device in one of his windows that keeps a crowd in front of it most of the time.

In the middle of the window close against the glass, stands a soap box and on top of that is an ordinary nail keg. Two colored balls about an inch in diameter chase each other around on opposite sides of the keg close to the rim. They go by fits and starts over the rough top of the keg, sometimes almost stopping, then going ahead with a jerk but always preserving their course in the same direction around the rim of the keg. There is no visible force that moves the balls and that is the point that appeals to the curiosity of the crowd. People want to know what keeps them moving. The explanation is simple enough: The balls are of thin celluloid and inside of each is a smaller iron ball which accounts for their erratic speed. Inside the keg is a revolving magnet which draws the balls around with it as it turns.

* * *

The Alert Retailer.

To speak of the shop front, we find the greatest attention is now directed to securing really attractive exteriors. In many cases a departure from conventional fittings is made. There is a distinct disposition to secure novelty of effect, and, what is more to the point, this desire is gratified. The use of woodwork of a light shade, or self-colored and not painted, or of brass with scarcely any wood showing, are among the most favored methods of the modern school of retailer. He realizes fully that if he can render his establishment different from others, he has made a big step toward success. It all comes back to this, that the shop front is a sort of advertisement, and, like all advertisements, if it is to be beneficial it must be striking and attractive. This is what we recognized with the results we have alluded to. The great thing is to create a favorable impression. Shown in surroundings that lack distinction, the most beautiful productions suffer. It is all very well to say that a good thing is a good thing, no matter where it is. But what we have to do is to make the public realize the merits of the goods, and it is only by showing them in the most attractive fashion possible, and under the pleasantest conditions, that this can be done. It may be said that all this should be self-evident. So ought the merits of goods, even if unattractively displayed. But "oughts" and "shoulds" are of no practical use. We may deplore the obtuseness of others, we may regret the necessity to use more or less adventitious means of overcoming the general tendency to stupidity, but if we desire to achieve success we shall not carry our sentiments further than inarticulate protest. It is absolutely a cardinal factor in retailing that goods should be cleverly shown, and it is pleasing to see a more general recognition of this fact.

Another subject, in respect of which there is some reason for congratulation, is the improvement in the personnel of assistants in the cigar and tobacco trade. It is a matter of the most vital importance that those whose duty it is to interview customers should be well-mannered as well as efficient in the sense that they know where to find the goods asked for, and how to advise if their advice be solicited. There are yet many cigar stores where the customer receives a very undesirable impression. Instead of being made to feel that his presence in the establishment is valued, that his patronage is gratifying—all of which can be effectively done without anything like servility—he is treated in an off-hand manner, which, whether it is intended or not, conveys to him the idea that after all he is only one of many, and he doesn't count for much, anyway. The basis of this sort of treatment is to be found in the existence of a desire to impress the customer with an idea of the importance of the establishment and the enormous business it does; in fact, the suggestion is that he ought to feel good and proud at being served with his modest requirements at all by a concern of such importance. This is doing things the wrong way up with a vengeance! In some classes of trade it may do, though even this is to be doubted. Lordliness of manner is, as a fact, in place nowhere in an intelligent and enlightened community, but it is least of all appropriate in the man who has something to sell, and who is paid for selling it. It may be thought that such cases are rare, and we believe they are. But that in some cigar stores a "bluffing" manner is adopted is beyond question. That it does not pay in any respectable trade we are convinced. The great majority of assistants, however, are mostly diplomatists in the cleverness they exhibit in adapting themselves to the idiosyncrasies of their customers.—Canadian Cigar and Tobacco Journal.

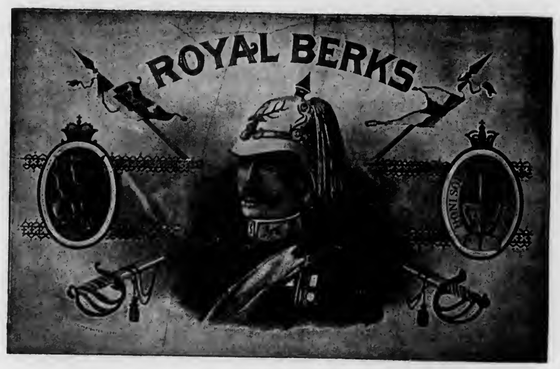
G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, **171 Water St., New York**

Capacity, One Million per Week.

Correspondence with the Jobbing Trade solicited.

The Best Union-Made Five-Cent Cigar in the Market.

Union-Made
All Sizes

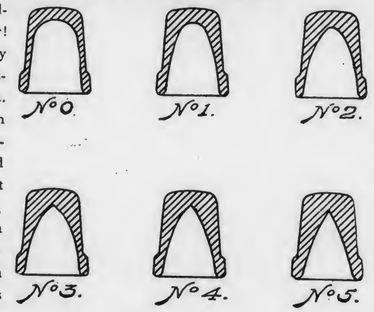


Union-Made
All Sizes

M. Steppacher, Reading, Pa.

CIGARMAKERS' THIMBLES.

Something better. Always something better! That is what is sought by the Liberman Manufacturing Co. of Philadelphia. Whether it be a suction machine, which accomplishes more rapid and better results than most hand workers can attain, or so simple a tool as a cigarmakers' thimble, whatever this concern produces is as perfect as possible, and improvements are of frequent occurrence. Six different new types of thimbles have recently been placed on the market by the company. Only practical cigarmakers will realize the occasion there is for so great a variety, but men whose fingers daily convert leaf into cigars will readily appreciate the fact that long-felt wants in this respect are now met by the thimbles illustrated in the accompanying illustrations. These thimbles are annealed and have heavy shouldered heads.



CHATS WITH BUSY MEN.

BY J. S. HUBER.

SOUDERTON.

At the Excelsior Cigar Box Factory of H. S. Souder, Souderton, Pa., there was every indication of activity in getting out enormous quantities of holiday packages. "It is the busiest season we have had for some time," said Mr. Souder, as he paused to exchange greetings with the writer. Mr. Souder is extensively engaged in label work as well as the manufacture of cigar boxes, and this department is being looked after with special care by M. K. Bergey. Miss Flora Garis is competently assisting in the office.

NASHVILLE.

H. F. Kohler has booked an unusually large number of orders for the holiday trade, and his factory is taxed to the utmost for both regular and special brands of goods.

THOMASVILLE.

E. H. Neiman recently booked one of the largest orders he ever received, and which will help to keep him busy for some time to come. It has turned out to be a highly satisfactory year for him.

McSHERRYSTOWN.

J. A. Poist & Co. are now operating a strictly union factory, and have a goodly number of orders on hand for early delivery.

LITTLES.

The extensive factory of Geo. W. Parr is operated with a full force, and it is expected that the output this year will considerably exceed that of 1902.

J. A. Collins is building up a good trade in union-made goods, which is extending at a gratifying rate. It is but a few years since Mr. Collins came to this town, but since the beginning his business has grown nicely.

HANOVER.

The Keystone Variety Works, of which Wm. Brandstaedter is proprietor, are exhibiting some beautiful specimens of embossing work and gold printed cigar ribbons, which are their specialty, and a good business is being done among the cigar manufacturers of this and adjoining States.

SPRING GROVE.

Among the old established factories here is D. W. Fry, whose goods have been successful upon the market for many years. Mr. Fry is justly proud of being able to say that many of his first customers are still among his very best accounts.

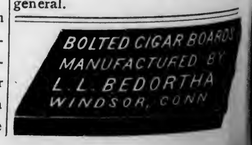
YORK.

H. W. Heffener, the extensive cigar box manufacturer, recently moved into his new factory building which is of novel design and a model for general convenience and utility. It is so arranged that virtually everything except the storage of lumber is on one floor.

RED LION.

A. C. Fry, who is among the best known manufacturers in this town, is now also doing quite a leaf tobacco business in addition to his cigar trade. Both branches are growing satisfactorily.

J. E. Detwiler, the oldest cigar box manufacturer here, has a thoroughly equipped printing plant, and is doing a large volume of printing for the trade in general.



1902 Crop
WISCONSIN
Now Ready

Sutter Bros.
Inc.

New York
Chicago
St. Louis
Havana

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM,
119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING
GEO. W. BREMER, Jr.
WALTER T. BREMER.
OSCAR G. BOEHM.
Importers, Packers and Dealers in
Leaf Tobacco

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date.
PHILADELPHIA.

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. Weinberg, IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Importers of Sumatra Tobacco
Cable Address "Hirsa"
Joseph Hirsch & Son
2 VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St NEW YORK

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

E. E. Kahler,
328 to 332 Buttonwood Street
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

GEO. W. WERT & CO.
MANUFACTURERS OF
High Grade Union-Made Cigars
No. 14 North George St. York, Pa.
UNION PLANTER 5-cent Cigar is Our Leader.

L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.
—THE TOBACCO WORLD—

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana
Reina 20, Havana
P. O. Box 98

IDEAL TOBACCO GROWING WEATHER IN CUBA.

Planters Encouraged by Prospects for Next Year's Crop—Prices for this Year's Crop Continue to Advance.

HAVANA, Nov. 9, 1903.

Owing to the sudden demand from Europe for new Remedios, the market has been exceedingly active, and the number of bales sold has amounted to 11,000, as detailed later in this letter. For the United States only limited transactions have taken place, principally in Vuelta Abajo factory vegas and some Partidos. Vuelta Abajo colas, as well as wrapper vegas, were taken out of the market for home consumption. Prices for new Remedios have sharply advanced, and the fillers for the United States seem to have reached the top notch figures, as the ruling prices are from $80 to $93 per qq., which, owing to the light weight per bale, correspond with from $50 to $75 per bale, the latter running from 60 to 80 pounds net, which explains the wide margin per bale. Fine, light wrappers are in good demand, and prices, while irregular, might be quoted from $200 for Caperos up to $1000 per bale for the top sizes. Medium dark wrappers can be had considerably lower, as they are neglected by the northern, as well as by the city manufacturers.

Sales were 11,400 bales in all—2900 of Vuelta Abajo, 400 Partido, and 8100 bales of remedios; the United States buyers took 2000; Europe, 7900, and local factories, 1500 bales.

THE 1904 CROP.

The weather is ideal, warm during the day and cool at night. The farmers are still busy setting out the new plants all over the Vuelta Abajo and Partido districts. Prices for seedlings are very low, so the first cost to the vegueros is considerably less than last year. One good shower this month will help toward a large crop. Dry weather is dreaded, as the majority of farmers have not yet prepared themselves with irrigating plants. In the Partido sections most vegueros are so equipped, while in the Vuelta Abajo only the larger planters have machinery to supply the necessary water to the young plants. Too much rain, like last year, is preferable to a draught.

BUYERS COME AND GO.

Arrivals—Nathan Starr, of Starr Bros., New York; S. Jaffe, of Starr Bros., New York; B. Rovira, of Ghio & Rovira, New York; Leopold Loeb, of Leopold Loeb & Co., Philadelphia, Pa., President of the Loeb Nunez Havana Co., do Havana.

Departures—Louis A. Peters, for Detroit, Mich.; A. Goldberg, for New York; Ed. Arendt, for New York.

HAVANA CIGAR MANUFACTURERS.

Business is still very active in all factories and while there is no boom the majority of the independent manufacturers have no reason to complain just now for lack of orders. The movement for Germany is nearing its termination, as far as the rush of holiday orders is concerned, as such goods will have to reach Europe early in December, or otherwise not be in time to be handled by the retailers. Orders for the United States are held somewhat in abeyance owing to the uncertainly of the fate of the pending reciprocity treaty. The demand for Great Britain is fair, but not as large as in former years. H. Upmann & Co. have enough orders on hand to be still way behind in the filling of them. "Sol" is doing a very satisfactory business, and Don Carlos Behrens says it is steadily increasing. Rabell, Costa, Vales & Co. have orders pending of one and one-half millions for London and half a million each for the United States and Germany.

BUYING, SELLING, ETC.

Adolfo Moeller has been exceedingly active the past week, as he received orders from Germany which enabled him to purchase about 7000 bales of third capaduras new Remedios right in Havana City, besides, as he says, about 5000 bales more in the country, which includes, however, botes and loose leaves.

The big sellers this week were: Juan de la Rosa, 2000 bales; Aniceto Gonzales, 1000 bales; Grau & Planas, 800 bales; Miguel Perez, 700 bales; Leonard Friedman & Co., 600 bales; Garcia & Co., 500 bales; Fernando Fernandez, 350 bales; Loeb Nunez Havana Co., 300 bales; Jose F. Rocha, 250 bales; Jorge P. Castaneda, 150 bales; J. M. Garcia & Co., 1200 bales; Gonzalez, Benitez & Co., 700 bales; Miguel Gutierrez, 600 bales; Sobrinos de V. Diaz, 600 bales; Bruno Diaz & Co., 400 bales; Muniz Hnos & Co., 300 bales; Florentin Menendez, 300 bales; Avelino Pazos, 200 bales; Rabell Costa & Co., 150 bales.

Edward Arendt purchased 2000 bales of the finest aromatic Vuelta Abajo and Partido factory vegas during his two and a half weeks' stay here for his firm, Edward Arendt & Son.

A. M. Calzada & Co. were busy showing tobacco this week. They sold a few small lots, but some large trades are yet pending, as they did not feel like letting their fine goods go at lower figures than they thought them to be worth at this

ESTABLISHED 1844
H. UPMANN & Co.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
FABRICA DE TABACOS
AMAT VICTORIA CURAM
LUIS MARX HABANA
Consulado 91, HAVANA.

JOHN W. MERRIAM & CO.
MAKE
Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG,"
New York.
Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba.**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. *Cable: "Suarco."*

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, **Havana, Cuba.**
P. O. Box 397. Cable: HIMML.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, **Habana.**
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 **HABANA**

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
San Miguel 100, Cable: "Donalles." *Habana, Cuba.*

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

Bridat, Mont'Ros y Cª
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 381*

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, CUBA. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." **Habana.**

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS
Almacenista de Tabaco en Rama
NEPTUNO NUM. 174
Cable: ONILEVA. *Habana*

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. *NEW YORK*

Smooth as Well as Rigid; Rigid as Well as Smooth

Such is the table-surface of
Liberman's Latest
Ball-Bearing
Roller Suction Machine

No other machine on the market does such clean cutting, and no other is as practical in any other way.

Nothing to prevent the full swing of the arm in palm-rolling.

Absolutely no streaking of the leaf in cutting.

Send for new blue-print booklet.

The Liberman Manufacturing Company,
Manufacturers of Cigar Making Machinery,
223--5--7 South Fifth Street, PHILADELPHIA, PA.

stage of the season.

Munniz Hnos & Co. received some 400 bales of their late purchases in the country.

Walter Himul has several large transactions hanging fire yet.

H. Upmann & Co. shipped 820,000 cigars the past week.

Rodriguez Bautista & Co. closed only some small lots, but they are considering whether to accept the offers made to them upon some large deals.

Starr Brothers have purchased since last Wednesday 200 bales of the famous San Juan and Martinez district, extra fine factory vegas.

Charles Blasco has been a very busy man this week, executing orders for his customers amounting to over 600 bales of Vuelta Abajo, Partido and Remedios.

Receipts of tobacco from the country.

Receipts of Tobacco from the Country.

	Week Ending Nov. 7. Bales	Since Jan. 1. Bales
Vuelta Abajo	2,073	157,352
Semi Vuelta	465	8,799
Partido	493	45,067
Matanzas	—	137
S. Clara & Remedios	3,657	85,018
Santiago de Cuba	1,188	5,515
Total	7,876	301,888

Reciprocity at Washington.

Smooth Sailing and a Speedy Passage for the Cuban Treaty.

Washington, D. C., Nov. 14, 1903.

The majority in Crongress declare that smooth sailing and speedy passage is assured the Cuban reciprocity bill in the House.

In the Senate there are no signs of trouble yet. There is one provision in the House bill, which might be calculated to cause some discussion, the proviso, "that nothing herein contained shall be held or construed as an admission on the part of the House of Representatives that customs duties can be changed otherwise than by an act of Congress originating in said House."

In the majority report on the bill which was brought in on Friday it is declared that this legislation will result in no harm to any American industry; that articles the product of this country, like the articles embraced in this convention, now imported from Cuba, receive the very highest protection of any in the same schedule; that the duty on sugar was placed above the protective point for the purpose of revenue. The House tariff bill provides expressly for a reduction in the interests of reciprocal trade agreement, which it authorized the President to make. The report further declares that the duty on tobacco has for years been much higher than any necessity required, on account of the competition of Cuban tobacco, and that the reduction in this bill leaves it amply protected. The present rate was intended primarily for protection against the Sumatra leaf, one pound of which, for wrapepr purposes, will go nearly as far as four pounds of any other tobacco. The reduction of duty in this bill will injure no American industry.

ANTI-COUPON LEGISLATION.

Just what changes or amendments to

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars

Leaders { LIGHT HORSE HARRY
LA-DATA
LA PURISTA
INDIAN PRIDE
LA GALANTERIA }
Capacity 150,000 per Day.
Prompt Shipments Guaranteed.

KAUFFMAN BROS.
Manufacturers of
High-Grade Nickel Cigars
LANCASTER, PA.
CROOKED TRAVELER—
A Cigar of Special Value
PRINCE VICTOR.—A Five-Cent Leader
Correspondence with the Wholesale and Jobbing Trade Invited.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

E. A. KRAUSSMAN

Importer of HAVANA TOBACCO

170 Water Street, NEW YORK

ARGÜELLES, LOPEZ & BRO.

Manufacturers of Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.

READING, PA.

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

existing statutes relating to the handling and sale of tobacco will be recommended by Commissioner Yerkes, of the Internal Revenue Bureau, in his forthcoming report to the Secretary of the Treasury for transmission to Congress at the regular session in December cannot be learned this week. The absence of the Commissioner in Kentucky for several days before the election has delayed the revision of the report, which is now, however, about ready to go into the hands of the Secretary.

Congress, however, is not waiting for the reports from the heads of the several executive departments as to what legislation they may deem desirable, but bills are being introduced by the hundreds, affecting both public and private interests, and the internal revenue laws relating to tobacco have already been touched upon in two measures, both of which have been referred to the Committee on Ways and Means. The first of these, should it ever see the light of day on the floor of the House, or receive consideration in the Committee referred to above, will be known as H. R. 6, and was introduced by Mr. Tawney, of Minnesota.

It provides for amendment of section two of the act amending sections thirty-three hundred and sixty-two and thirty-three hundred and ninety-four of the revised statutes, relating to tobacco approved July 1, 1902.

The amendment as introduced by Mr. Tawney reads as follows:

"None of the packages of manufactured smoking or chewing tobacco, snuff, cigars, or cigarettes prescribed by law shall be permitted to have packed in, or attached to, or connected with them, or their contents, any article or thing whatsoever other than the manufacturer's wrapper and labels, the internal revenue stamp, and the tobacco, snuff, cigars, or cigarettes, respectively, put up therein on which tax is required to be paid under internal revenue laws; nor shall there be affixed to or branded, stamped, marked, written, or printed upon said packages or their contents any promise or offer of any promise, or any order or certificate, for any gift, prize, premium, payment, or reward. And it shall be unlawful for any manufacturer of tobacco, snuff, cigars, or cigarettes, or wholesale or retail dealer in manufactured tobacco, snuff, cigars, or cigarettes, or for any other person, firm, or corporation, to give or offer to give, directly or indirectly, any gift or premium for the return of any tag, label, or coupons, or any article or thing attached to or connected with any statutory package of tobacco, snuff, cigars, or cigarettes bearing or having attached thereto any internal revenue stamp. Any violation of the provisions of this paragraph shall subject the offender to the penalties and punishments provided by section thirty-four hundred and fifty-six of the Revised Statutes of the United States: Provided, That nothing in this Act contained shall be so construed as to exclude from any package referred to in the preceding paragraph a label or certificate indicating the character of labor employed in the manufacture of the contents of such package."

Word for word almost, the same measure was later on introduced by Representative Abraham L. Brick, of Indiana, and will be known as H. R. 97. It will be noted that both of these gentlemen are from the West, Mr. Tawney being a member of the Ways and Means Committee.

Senator Lodge has introduced a bill providing for the removal of all duties from all articles imported from the Philippines into the United States except sugar and tobacco and fixing the duty on those two articles at 50 per cent. of the rate on sugar and tobacco shipped from foreign countries.

IN AID OF GROWERS.

In the House of Representatives Mr. Hopkins has introduced the following bill, which was referred to the Committee on Ways and Means and ordered to be printed:

A Bill to allow the growers of leaf tobacco to stem, twist, and sell the same without paying tax.

"Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That it shall be lawful for the growers of leaf tobacco to stem, twist, and sell their own product without the payment of the tax now required of manufacturers of the same under existing laws."

Trade-Mark Register.

MALICK'S DICK. 14,263

For cigars. Registered November 14, 1903, at 9 a m, by the Fleck Cigar Co., Ltd., Reading, Pa.

CONNOISSEUR'S SELECTOS. 14,264

For cigars, cigarettes and cheroots. Registered November 16, 1903, at 9 a m, by C. K. Hengst & Co., Lancaster, Pa.

REJECTIONS.

System, Walking Delegate.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Altaro, Little Mary, Jessamy Bride, Federalus, Cake-Box, The Lily of Egypt, Parsifal, Trading Stamp, Grivot, Sweet Despot, Republica del Ismo, Isthmian, Venero, Corneza, Gurada, Creswell, Monday's Dips, The Velmett, La Perla del Mundo, Cayo Bonito, La Necessita, La Pasa Tiempo, Charles A. Vivian, Cuban Duchess, Buxton, Crurt de Arco, Four Lights, Greater Moline, Tram, Slovenski Sokol, The Hubbelet Cigar, Ten Lights, Beats Queen's, Perfecto of the Inland Empire, Tupper Lake's Pride, Cy'Letta, Black's Perfectos, Wife's Mother, Turkey Tails, G. Bros., Gallant Giant, Fort Ticonderoga, Lily Pure, Raffles, Governor Taft, Secretary Taft, William H. Taft, Billington & Co., Louis K., Wolf's Head, United Liberty League, Baron Alverstone, Ready Bits, Yale Flag, Duke of Taranto, Diploma del Rey, Smoky, Isfacto, Oforfrome, Prize Seal, Sello Rio Sello de Planta, Spare, Rocky Rest.

BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP.

In cheering contrast to all the gloomy news about the great failure in the leaf trade and its string of smaller failures among cigar manufacturers is the announcement which Edward A. Kline, of E. A. Kline & Co., authorizes your correspondent to make that he has leased the famous old Vencedora factory, on the Calle Monte, in Havana and that he is going to manufacture cigars there not only for his trade in the United States alone, but for all the world, besides, as well. The Vencedora building will accommodate 1,500 workpeople and before the close of 1904 Mr. Kline expects to give employment to fully that many people in Havana. The brand which will be manufactured at the Vencedora factory for the United States, for England, Germany, Holland and Belgium is El Symphonie. Another brand, exclusively for the United States, which will be manufactured by E. A. Kline & Co. in Havana is the Rigoletto. Mr. Kline already has assurances from a number of the leading jobbers of the United States that they will give his brands made in Havana a cordial introduction to their trade in this country.

Moe Kline, Edward A. Kline's brother, has already removed with his family to Havana, and is busily engaged in the preliminary work incident to the large undertaking his firm has in hand. Edward A. Kline will pay a visit to the La Vencedora factory early next month and about Christmas will sail for Europe for the purpose of introducing the Havana made Symphonies to the trade in England, Germany, Holland and Belguim. He expects to be at his desk in New York again before the end of January.

E. A. Kline & Co. will continue to operate their factories in New York and Tampa as heretofore.

***

During their stay in this city Madame Adelina Patti and her husband, Baron Cedarstrom, were the guests of Mr. and Mrs. Jos. B. Wertheim. Mrs. Wertheim's father, the late Edward Rosenwald, was Madame Patti's life long friend and the great singer has the deepest affection for his surviving children whom she has known throughout their entire lives.

***

Ernst Ellinger, now an importer of Havana leaf tobacco, and formerly a member of the widely known cigar manufacturing firm of Julius Ellinger & Co. is shortly to become a Benedict.

***

And what is the trade in New York saying of the great failure? Firstly, that it is the largest on record. It beats the famous $900,000 M. & E. Salomon failure of sixteen years ago by $600,000.

The Sutters have a previous failure of their own which was rather ambitious. It was the second in their history and caught a number of the biggest leaf houses of this city for large amounts. These houses have long memories and some of them never ceased the attacks they made on the Sutters when they resumed business. These attacks undoubtedly crippled the credit of the Sutters, and it is the fact that in this city they owe very little money, practically none at all in the leaf market, though it is thought they are heavily indebted to merchants in Holland for Sumatra and in Cuba for Havana. Full details of the liabilities of the house will not be known until the report of Receivers Niblack and Pearson is published.

The Sutter brothers have many friends. The Sutter Bros. corporation just now is simply a corporation which has come to financial grief, and in America it is not the fashion to shed tears over the troubles of corporations. For the bright men whom the Sutter Bros. corporation employed as office managers, as buyers and as salesmen, genuine sympathy is expressed even by many who had refused to do business with their principals, and the hope is expressed that these gentlemen will all speedily find remunerative employment.

For the cigar manufacturers who have gone down in the wreck the trade also has a tender spot in its heart. The story is rife here that the Max Schatz Co., whose ruin appears to be absolute, and whose factory in East 63d street has been abandoned, was in fact solvent but for the enormous quantity of accommodation paper given by Mr. Schatz to Sutter Bros. That Mr. Schatz was entirely unsuspicious of the ruin which was about to overwhelm him seems clear from the fact that at the Wendell Phillips fair at Terrace Garden on the evening of November 7, just three days before the petition in involuntary bankruptcy was filed in Chicago against Sutter Bros., he was in the gayest possible spirits. Sic transit Cleodora! The obvious moral to be drawn from the extinction of the Max Schatz Co. is this: If any man asks you to sign an accommodation note for him kick him so hard that he won't be able to sit down for a month.

Gossip has not spared the good name of the Sutter Bros. corporation. It is rumored that merchandise sold by the corporation to certain of its customers and paid for by the latter has been hypothecated. I asked a prominent employe of the corporation on November 14 if there was any truth in the story and he told me in reply that he had nothing to say on the subject. In fairness to all concerned it must be said that deliveries of merchandise are being made for cash not only in New York but also in St. Louis and Chicago. This is being done by order of Judge Kohlsaat of Chicago.

It is too early to predict the future of the Sutter brothers and of Joe Mendelsohn, their associate in the management of the corporation. If these gentlemen have enemies they also unquestionably have many friends. That the prestige of the house has been enormously damaged is admitted even by those nearest them. What the general effect of this gigantic failure will be on the trade as a whole is still a question. To conservative merchants it will be wholesome rather than hurtful because demonstrating that old methods in the leaf trade are better than the new ones inaugurated and aggressively conducted by Sutter Bros.

***

Ernest J. Mast and Maurice Eller, who compose the firm of E. J. Mast & Co., manufacturers of cigars at 84 Cortlandt street, made an assignment last week to Ambrose G. Todd. Mr. Mast resides in Elizabeth, N. J., and Mr. Eller in New York city. Mr. Mast was formerly a leaf tobacco exporter and Mr. Eller a tobacco broker, and they formed their firm in January, 1901. In September, 1902, they claimed to have a capital of $15,250; their statement showed assets $51,000 and liabilities $35,750. They also had retail stores at 14 Myrtle avenue and 1 and 3 Willoughby street, Brooklyn. It was said in the trade that the assignment was due to the failure of Sutter Brothers, with which concern the firm had close business relations. They got their tobacco from Sutter Bros. They did a good business, but did not have enough capital to swing it without getting liberal credit from Sutter Bros., which is now shut off.

***

A petition in bankruptcy has been filed against the Max Schatz Company, cigar manufacturers at 327 Sixty-third street, by the following creditors: Lozano Selgas & Co., $668; Wm. Steiner, Sons & Co., $36, and L. Kalmer & Co., $105. It was alleged that the company is insolvent, and during the months of October and November transferred portions of its property by making payments to Sutter Bros., to prefer the latter over other creditors. The Max Schatz Co. got a large part of the tobacco which it used from Sutter Bros. Judge Holt, of the United States District Court, appointed Edward S. Thomas receiver of the assets, which it is said consist of stock and office fixtures, $5,000, and outstanding accounts, $10,000. The business was started in March, 1902, by Max Schatz, and was incorporated May 9, 1902, with a capital stock of $100,000, and Mr. Schatz was president and manager. In January last the company's statement showed assets of $173,700 and liabilities of $49,850.

***

Manuel Lopez & Co., corporation, manufacturers of cigars, 9 and 11 Thames street, with a branch in Havana, have called a meeting of their creditors, to ask an extension of time in which to pay their debts. The cause of this was the failure of Sutter Bros., for which concern Manuel Lopez & Co. is said to have indorsed accommodation paper for $28,000. Manuel Lopez & Co. wish to explain to their creditors their financial condition and arrange for an extension. It is their intention to pay 100 cents on the dollar provided the creditors grant the extension. They claim to have sufficient assets to pay in full and leave a considerable surplus. Manuel Lopez started the business about five years ago, and incorporated it in February, 1902, with a capital stock of $30,000, becoming the president. Their statement in January last showed assets $126,962, and liabilities $96,962.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Bremen.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA

HAVANA TOBACCO COMPANY
TRADE MARK
111 Fifth Avenue, NEW YORK
SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Yncian	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguedad
La Flor de Naves	El Aguila de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murias
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estella	J. S. Murias y Ca.
	H. de Cabanas y Carbajal.	

LEOPOLD SCHMID FRANK LANGE
L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

Established 1840. Cable "Naryl."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK

SIGMUND H. SMITH
EMOS SMITH

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street, NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

ROTHSCHILD & BRO.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

E. A. SCHOENER. CABLE ADDRESS "TACHUELA"
H. J. SCHOENER & CO.
IMPORTERS AND PACKERS
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

PHILADELPHIA

COUNTERFEIT STAMPS.

There are many Philadelphia cigar dealers who will be benefited if a bill introduced at Washington by Representative Cassell becomes a law. This bill provides for refunding to the victims of the Lancaster counterfeiters, Jacobs and others, the money lost through buying cigars in boxes bearing bogus revenue stamps. To avoid having the cigars confiscated all the dealers were obliged to buy new stamps and Mr. Cassell now seeks to have this money paid back. During the two years these stamps were in use, from the spring of '97, the Government lost fully $250,000. In nearly 150 cities and towns boxes bearing bogus stamps were found, the cigars contained therein numbering between ten and twenty million. The largest seizures were. Philadelphia, 250,000; Pittsburg, 200,000; New York City, 500,000; Chicago, 700,000; Cincinnati, 600,000; Denver, 140,000; San Francisco, 136,000; New Orleans, 180,000; Brooklyn, 150,000; Chattanooga, 200,000; Charleston, W. Va., 106,900; Gordonville, Pa., 310,000; Galveston, 200,000; Lancaster, 500,000; Memphis, 124,025; Nashville, 125,000; Sheboygan, Mich., 200,000; Savannah, Ga., 250,000.

NEW FACTORY BUILDINGS.

Work will soon be begun on the large tobacco manufacturing plant for Frishmuth Brothers & Co., on the plot of ground bounded by Lehigh and Glenwood avenues, and Seventeenth street. The plans, by G. W. & W. D. Hewitt, architects, provide for a group of four buildings, of brick and concrete, consisting of a main factory building four stories high, with a basement 180 feet long with two wings, each 154 by 39 feet; a two story power house, 71 by 40 feet; a three story storage warehouse, 252 by 190 feet, and a two story office and box factory, 136 by 47 feet.

REDRESS FOR BUYERS.

There has been a good deal of talk the past week among local leaf dealers and cigar manufacturers in regard to danger run by a purchaser of leaf who pays for his purchase and leaves the goods with the seller to be delivered as directed in the future. The special point of interest in this connection has been concerning what redress, if any, a purchaser would have if the seller should use the goods to secure a loan from a bank or from any other source. Opinions in regard to this vary, some believing that borrowing money in that way would be punishable while others have asserted that such action would be merely a breach of trust for which there would be no remedy except by a civil action. It is more than probable that the laws of different States vary in this matter, but recent occurrences in the trade will undoubtedly have the effect of making buyers of leaf in large quantities insist on having warehouse receipts delivered to them.

AGED NEARLY SEVEN SCORE.

Mrs. Mary Mc Donald, believed to be the oldest person in Philadelphia, last week celebrated what is believed to have been her 133d birthday.

She is an inmate of the Home for Aged and Infirm Colored Persons. She has been blind for a number of years, but can still move about. Her memory of recent events is poor, but seems clear upon events of fifty or seventy-five yeary ago. She is so worn with years as to be only about three feet high and she weighs scarcely seventy pounds. Her one great love is for her pipe. She is an inveterate smoker and needs no assistance in filling and lighting her pipe.

SHORT OF FUNDS.

The Central Business Men's Protective Association, formed to pay the fines of members convicted of doing business on Sunday, has been short of funds lately and allowed nearly three weeks to pass without settling accounts with Magistrate South. The Magistrate had become tired of doing a credit business with a concern so slow in making payments and had ordered issue of executions against the dealers' fined, but the money needed was raised just in time to secure cancellation of the order.

GIFTS DISCONTINUED.

As representatives of the Nall & Williams Tobacco Co., Arthur Hagan & Co. have notified their customers that the giving of goods free is discontinued but, in place of free goods, a rebate of 3 cents per pound on Union Standard will be allowed, provided each purchase includes as many or more pounds of either or all Rainbow, Arrow Head, Pure Grape, I O U, Racer, Greenville or Jockey Cap, as of Union Standard. In consequence of the rigid enforcement of law, recently begun, new minimum packages of Union Standard, seven pounds, Pure Grape, four pounds, and Real Thing, four pounds, have been placed on the market.

ON PRINCETON'S TEAM.

J. Roy Vetterlein, the quarter-back of the Princeton University foot-ball team, is a son of Joseph S. Vetterlein of the firm of Vetterlein Brothers. The young man is a member of the sophomore class, is twenty years old and weighs 166 pounds. The father attended the Yale-Princeton game in New Haven Saturday.

FINED FOR SUNDAY SELLING.

B. G. Nichols, 914 Columbia ave
Max Neuber, 1738 Columbia ave
Wm. F. Ostens, 1713 Columbia ave
Frank Poehmer, 1232 Columbia ave
B. Rappaport, Cumberland and Marshall
Charles Ritchie, 1723 Columbia ave
H. B. Raflo, Cumberland and Palethorp
George Robinson, 1814 Columbia ave
P. Y. Smith, 410 Cumberland
Wm. Schillinger, 2305 Germantown ave
A. Siegel, Seventh and Columbia ave
W. L. Sloan, Eleventh and Columbia ave
W. M. Stombough, 15th and Columbia ave
George Sturm, Eighth and Columbia ave
F. W. Welsh, 1955 Germantown ave
Charles Wenner, 1811 Germantown ave
Samuel Zorns, 1901 Columbia ave
A. C. Armbruster, 1612 Columbia ave
B. L. Bryen, 2500 N. Fifth
Samuel Blatt, 1505 Columbia ave
L. Baush, 2241 Germantown ave
John Bastye, 527 Columbia ave
A. Ahrhorn, 1703 Germantown ave
John Deasley, 2005 Germantown ave
W. E. French, 1230 Columbia ave
M. Gartman, 1130 Columbia ave
Edward Gall, 1953 Germantown ave
Fred Hoch, 1519 Columbia ave
B. Herold, 809 Columbia ave
Conrod Kruse, 2249 Germantown ave
G. H. Kendig, 554 Huntington
A. H. Koch, 2333 Germantown ave
A. Luker, 2061 Germantown ave
John McLaughlin, 1324 Columbia ave
C. H. Magee, 2125 Germantown ave
A. Martinez, 1305 Columbia ave

MOSTLY PERSONAL.

Charles Rawley was in the city this week in the interests of Surbrug & Co.'s Milo cigarettes.

A trap door back of a counter in the cigar store of E. C. Rahme on North Broad street having carelessly been left open, the proprietor was painfully wrenched and bruised a few days ago by falling into the opening.

Charles Lederman, a member of the firm of Auerbach & Co., of New York, was a Philadelphia visitor early this week.

E. G. Dunlap started Tuesday of this week on his last trip of the year for Arguelles Lopez & Brother. He will visit the South and West.

Over the river, in Camden, Frank Hartman, cigar manufacturer, has bought land forty by eighty feet at the corner of Third and Arch streets and will erect a factory.

Walter H. Lazar has associated with himself Leopold H. Teller as manager of the store at 920 Chestnut street as proprietor of which Mr. Lazar has succeeded W. B. Moore.

Frederick Hoch, Edward Hoch and their father, Gustav Hoch, have begun doing business under the name of the American Cigar Stores Co. at their stores on Eighth street, near Vine, and Columbia avenue and Sydenham street.

Leopold Loeb & Co. closed several good deals of Wisconsin this week. Mr. Loeb has had a very successful stay in Havana. On Tuesday Milton Herold, secretary of the Loeb-Nunez Havana Co., received a telegram stating that Mr. Loeb would be home on Thursday.

Julius Hirschberg, proprietor and manager of the El Provedo Cigar Factory, at Tallahassee, has ordered the factory and offices wired for electric lights, preparatory to working a large force of cigar-makers to supply the increased demand for goods for the holiday trade.

R. W. Boch, of Boch & Co., South Broad street, has been appointed receiver for D. B. Long & Sons of Lebanon. Three names were submitted to the court by which the appointment was made. The two other nominees were a cigar manufacturer and a bank official.

Interesting if True.—The following is from the Chicago American: "A cigar manufacturer in Philadelphia has hit upon a new idea. He has had a piano placed in each of the two large rooms in which the cigars are made. Every day a musician comes to the factory and gives the employes a singing lesson. This plan has been found to be not only pleasant, but profitable. The employer

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

AMERICAN EMPIRE

10 CENT

Jno. F. Shatz & Co.
MANUFACTURERS OF HAND MADE
Havana Cigars.
FACTORY NO 12
1ST DISTRICT, PA.
READING, PA.

EL VOLCANO

5 CENT

has discovered that the girls make more cigars during the hour of singing than they make during any other hour of the day."

Cards of invitation have been issued announcing the wedding of Miss Amelia Hoch and Carl Russ, to occur Thursday evening, November 19, at the residence, 459 Marshall street. The bride is a daughter of Gustav Hoch, jobber at 248 North Eighth street.

M. J. Dalton bought, during his recent visit to Havana, a larger supply of cigars than ever before, being particularly pleased with the qualities offered and realizing that when the 1903 crop has to be relied on no manufacturer can produce goods equal in appearance to those now on the market.

The exposure of crookedness in the Eastern penitentiary has resulted in the dismissal of the warden. It has been shown that outside cigar manufacturers sent their boxes into the penitentiary to be filled with cigars made by prisoners. These cigars and boxes were not stamped "convict made," as the law directs.

While the greatest demands on them are naturally for Saborosos, Vetterlein Brothers are in receipt of heavy orders for La Cornelia, La Potencia, Flor de Orleans, El Intento, Fedora, Adosindo, Spanish Perfecto and Virginia Earle cigars. Business has been particularly good with this firm all this year and the prospects for a continuance of this condition are bright.

PHILADELPHIA LEAF MARKET

Although the recent failures of leaf houses have caused some apprehension to be felt, in consequence of a possibility that large stocks of tobacco might be disposed of at forced sales, they have had no effect on prices, which remain unchanged. The opinion of leading men in the trade is that the receivers for insolvent concerns will not sacrifice any of the tobacco under their control, but will take time and secure all it is worth.

RETAILERS' ASSOCIATION.

Possibly no meeting of the Retail Cigar and Tobacco Dealers' Association of Philadelphia will be held November 25, the officers being uncertain whether to call one then, as intended. The reason of the uncertainty is the failure of a quorum to attend a meeting of the directors called for last Friday. Even if a meeting is held on the above date, no vote on amendment of constitution can be had, the time left for issuing of notices not being sufficient to make such a vote valid.

COMPROMISE OFFERED.

With liabilities of $177,158 and nominal assets of $108,742, the Khedivial Cigarette Co. has offered to pay 30 cents on the dollar.

BENEFIT AND INJURY.

Arguments Against the Cuban Reciprocity Treaty in its Present Shape.

S. Hamburger, of 228 Pearl street, New York, wrote the following letter to the Editor of The New York Press, a few days ago:

"Sir—Being a constant reader of your paper, I have read all, or nearly all, of your editorials on the Cuban Reciprocity Treaty. The general opposition to the treaty is based upon its injurious effects upon the native production and manufacture of sugar, but damage would be inflicted upon another of our great industries. In the cigar manufacturing and allied trades there are employed millions of dollars and probably three hundred thousand people, and it is the opinion of all (except the trust) that the Cuban treaty, in its present shape, would cause serious loss to the American manufacturers and operatives and benefit only the trust.

"A horizontal reduction of 20 per cent. in the duties is equivalent to eight times as much on the manufactured article (cigars) as on the raw product (tobacco). These figures are based upon Treasury Department statistics. Now the Tobacco Trust owning or controlling 80 or 85 per cent. of the output of cigars manufactured in Cuba, would benefit by just that much as the greatly reduced duty on cigars would enable the trust to undersell and ultimately to drive out the independent American manufacturers.

"Futhermore, the treaty in its present shape would not benefit the Cuban farmer, for the consumption of Cuban tobacco would be curtailed in this country in consequence of reduced manufactures, and the trust would practically dictate the price the Cuban farmer is to receive. The cigar and tobacco trades are not opposed to a reciprocity treaty with Cuba, but to the treaty in its present shape. Reduce the duty on the raw material, which will benefit both the Cuban farmer and the American manufacturer, but protect home industries by retaining the duty on the finished product, a reduction of which will benefit only the trust."

COLONEL BLACKWELL DEAD.

Colonel W. T. Blackwell of Durham, N. C., died of paralysis, November 12. From the great popularity achieved by Bull Durham tobacco, Colonel Blackwell is an interesting figure. He started out as a poor boy but was remarkably successful and amassed an immense fortune which he afterward lost. He originated the famous Bull Durham trademark. Colonel Blackwell was postmaster at Durham during the Cleveland administration. From this fact it may be surmised that he ceased to share in the immense revenue coming from the sale of Bull Durham tobacco.

UNIVERSAL PANACEA.

In an Irish town the lads of a school acquired the habit of smoking, and resorted to the most ingenious methods to conceal it from the master. In this way they were successful until one evening, when the master caught them puffing most vigorously.

"How now?" shouted he to one of the culprits. "How dare you be smoking?"

"Sir," said the boy, "I am subject to headaches, and a pipe takes off the pain."

"And you? And you? And you?" inquired the pedagogue, questioning every every boy in his turn.

One had a "raging tooth;" another "colic," the third a "cough;" in short, they all had something for which the weed was an unfailing remedy.

"Now, sir," bellowed the master to the last boy, "pray, what disorder do you smoke for?"

Alas! all excuses were exhausted; but the interrogated urchin, putting down his pipe and looking up into the master's face, said in a whining, hypocritical tone

"I smoke for corns, sir."—Tid-Bits.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

EXPERIENCED Leaf Tobacco Salesman wanted. Address C. A. Rost & Co., Red Lion, Pa. 11

JOB LOTS OF CIGARS WANTED for sale by a prominent brokerage firm. Any quantity. Prices must be low and goods salable. Address Box 22, Care of The Tobacco World, Philada. 10 21-11t.

WANTED —A Small Factory in First District, Pa., the owner of which, if a thorough manufacturer, would be made foreman, in consideration of use of building. Mention full details. Address, Box 14, care of The Tobacco World. 11-11-2t

FACTORY WANTED.—First District of Penna.; capacity 25 to 50 hands; fully equipped with tables, chairs, sweat room, etc. State lowest rent and class of goods made in your town, also what other cigar manufacturers in your town. Address, Box 15, care of The Tobacco World, Philadelphia. 11-11-2t

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in Leaf Tobacco
Lancaster, Pa.

J. W. BRENNEMANN,
Packer of and Dealer in
Leaf Tobacco
MAIN OFFICE,
Millersville, Pa.

United 'Phone: { No. 931 A, Millersville. / No. 1803, Lancaster.
Lancaster Office, 110-112 W. WALNUT STREET

PENNSYLVANIA TOBACCO WORKS
128 North Tenth Street,
Manufacturers of A Fine Line of READING, PA.
Chewing and Smoking Tobaccos
For Wholesale and Jobbing.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

Menno M. Fry & Co.
Packers of and Dealers in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

IRREGULAR PAGINATION

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON, Factory Representative for Penna. 1133 Ridge Avenue, Phila.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

A sure cure for Dry Cigars and Tobacco.

A cure for foul, slimy, Sponge, Cotton and Felt.
The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.
Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock.
No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities.
No. 3 for tobacco pails. No. 4, Pans 5½x12x20 to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 5½x7x17 for each wall case shelf; 9x16x40 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.
O. R. RICE & CO., 103 East 14th Street, NEW YORK.

Lancaster's New Product.

The Metzgar Company Providing Combination Fillers for Manufacturers.

Lancaster, Pa., Nov. 15, 1903:

The local leaf market has experienced a fair activity during the past week, although business was somewhat affected by the recent difficulties of some large houses.

A prominent local packer had sold a lot of goods to a firm that went into bankruptcy, but not having received his settlement, has the goods and will not deliver. It is expected that some litigation will result, but the seller feels confident of gaining a victory.

S. R. Moss, accompanied by Mrs. Moss, has been on a visit to the Pacific Coast, where they attended the wedding of his brother Herman, which took place in San Francisco two weeks ago.

A. W. Zug has removed his cigar factory from East Petersburg to 227 North Cherry street, this city, formerly occupied by the Havana Cigar Company, and later by Kauffman Brothers. The latter firm has removed to 38 Laurel street.

J. Frank Bowman, cigar box manufacturer, was a severe sufferer by the D. B. Long & Son failure, being a creditor to the extent of $1,600, but he is hopeful of securing, in time, a goodly portion of that amount.

E. F. Law is expecting to make one of his regular trips to Philadelphia and New Jersey this week. Business has kept up very well with him.

J. W. Brenneman, of Millersville, made a brief visit to the trade in Philadelphia on Friday last.

George Miller, formerly of the Miller Manufacturing Co. of this city, has taken a position as superintendent of the Conewago Cigar Box Factory, at McSherrystown.

When the addition to the factory building of the Inland City Cigar Box Co. is completed, they will have one of the largest plants of its kind in this section of the country. Their business is expanding at a rapid rate.

There is some of the 1903 crop of tobacco being bought, but no general movement in that direction has yet taken place. The prevailing prices have been 8 and 2 cents, though a few lots were bought at 9 and 10 cents.

The J. L. Metzgar Leaf Tobacco Co. is now engaged in making combination short fillers for cigar manufacturing purposes, at prices ranging from 7½ to 12 cents per pound. Manufacturers might do well by communicating with them regarding this new product.

A. D. Killheffer, of the Eureka Cigar Factory at Millersville, reports that they have orders ahead for over 150,000 cigars. Their only difficulty is that a sufficient number of cigarmakers cannot be secured, particularly hand-workers for their leading brands—Patrick Gordon and May Prize. Mr. K. has recently been successful in securing a good lot of eight-year old Pennsylvania B's. It is stated that he pays the highest figures for choice stock, a fact which packers seem to know well, and that very often gives him the choice of the choicest. He is generally acknowledged to be an excellent judge of tobacco.

In response to an inquiry from a leaf tobacco dealer as to whether he is allowed to have and to sell stemmed leaf tobacco, and also whether he is required to have a permit to sell such tobacco, Collector H. L. Hershey has called his attention to the regulations on the subject, which are as follows:

"To encourage the production and exportation of leaf tobacco and to accommodate manufacturers of tobacco and cigars and to reduce the cost of cartage and other transportation charges, a registered dealer in leaf tobacco may resweat his unstemmed leaf and remove the stems or mid ribs and repack the stemmed leaf in hogsheads, cases, or bales without being regarded as a manufacturer of tobacco within the meaning of section 69 act of August 28, 1894.

"Every such registered dealer so stemming and repacking his stemmed leaf in cases or bales may sell and deliver the same to other registered dealers in leaf tobacco or to qualified manufacturers of tobacco or cigars or to persons who buy tobacco in packages for export."

No special permit is required for the sale of such stemmed tobacco.

—The average yield of tobacco in Wisconsin is estimated by John M. True, Secretary of the Wisconsin State Board of Agriculture, at 1,550 pounds per acre.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

TO OUR CUSTOMERS
Our factory was completely destroyed by fire on Oct. 3d, but have for the present time fitted up temporary quarters and are again in a position to supply the trade with anything in the line of
Cigar Manufacturers' Supplies
Will be able again to furnish the Best Cigar Mold in a very short time.
PLEASE REMEMBER:
Our Goods are Right; Our Prices are Right; We Treat You Right.
Awaiting your further commands, which we promise shall have our prompt attention, we beg to remain Faithfully yours,
THE STERNBERG MANUFACTURING CO., Davenport, Ia., U. S. A.

Sutter Assets in York.

Warehouse Closed and an Appraisement of its Contents Made.

York, Pa., Nov. 16, 1903.

As a result of the Sutter Brothers failure the packing warehouse here was placed in the control of a local attorney, who has closed the shop. Later an appraisement was made of all the goods in stock, several disinterested local tobacco men assisting. A few York tobacco dealers are affected by the failure, one to an amount exceeding $4,000.

Ben Able has retired from the firm of Hostetter & Able, who conducted a large tobacco business on South George street. The business will be continued by Walter Hostetter. The success of the Joe Willard five-cent cigar, one of the productions of Mr. Able's factory, and his need for more close application to the jobbing business in leaf tobacco at his warehouse in Hellam, were the reasons assigned by Mr. Able for the change.

R. R. Uhler left this city on Friday evening, to visit the Ohio and Wisconsin tobacco markets.

Harry Bear, of the Bear-Sprenkle Co. at West Manchester, has just returned from a trip west, with a pocketful of orders for their Cuban Gentleman and Josiah Winslow 5 and 10-cent cigars.

Edward Weber arrived from Chicago last week to acquaint himself with his role as superintendent, after December 1, of the Herman Warner Cigar Company's factory here.

S. J. Herman has purchased the factory in Red Lion formerly occupied by Charles Salomon, and has leased it to P. B. Tyson for manufacturing purposes.

Recent trade visitors were M. Manheimer, of the Imperial Cigar Co., Lancaster, Pa.; Geo. Gibson, of Sneeringer & Co., Baltimore, Md.; Mr. Miller, for Young & Newman, Philadelphia, and Gus. Neuwahl, cigar broker, Altoona, Pa.

Manufacturing in Reading.

The Pennsylvania Tobacco Works' Specially Constructed Machinery.

Reading, Pa., Nov. 15, 1903

The cigar trade here continues in a very healthy condition, most manufacturers having a good volume of business on hand now.

John G. Spatz, of John G. Spatz & Co., started last week upon one of his regular Western trips, which will probably cover a period of about six weeks.

Dan. Fleck, of the Fleck Cigar Co., Ltd., has been on a selling trip for some little time, and will be gone some days yet. He reports a satisfactory trade.

A. Thalheimer & Son have extended their offices by building a bulk window on the second floor, which gives excellent light, and greatly improves the appearance of the offices.

Dibert Bros. are putting upon the market a new brand of nickel cigars, under the name of Colonel Good, the label bearing a picture of Col. John B. Dampman, a local newspaper man.

At the office of the Pennsylvania Tobacco Works, Inc., on North 10th street it was learned that they are getting their goods upon the market in a very satisfactory quantity. New and specially constructed machinery has been put in and is now in running order. The company has also just contracted for the installation of a new 10-horse power engine, which it is believed will give them sufficient motive power for some time to come, as a great deal of the work is done by hand. Some good sized shipments are being made daily.

Geo. W. Benethum is extending his jobbing trade at a lively rate, and now employs a special delivery wagon for outlying districts.

Bremer Bros. & Boehm are having a fair trade and salesman Dan Smith has been retained at the warehouse during several days during the past week.

Frank Greene, of J. L. & M. F. Greene, has been in western Pennsylvania lately on a business trip.

John U. Fehr will soon be occupying his new store and warehouse at 7th and Franklin streets, which is practically completed.

MAY REFUSE TO SELL GOODS.

Decision Against Plaintiff in Suit Against Tobacco Company.

The United States Circuit Court of Appeals at St. Paul has handed down an

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. JOHN E. OLP, Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

opinion in the suit for treble damages brought by Joseph P. Whitwell, a local tobacco dealer, against the Continental Tobacco Company, known as the Tobacco Trust, in which judgment is rendered in favor of the Continental Company. The opinion affirms the judgment of the United States District Court, which held that the refusal of the Tobacco Trust to sell its manufactured product to Whitwell did not constitute a legal injury, was not an act in restraint of interstate commerce and does not violate the National Anti-Trust law.

Whitwell alleged that the Continental Tobacco Company charged prohibitive prices for certain grades unobtainable elsewhere, and attached as a condition to the sale of such goods that its customers should not buy of competing companies of the Continental Company. Whitwell had done business with the company on this basis for some time. On May 18, 1902, however, he refused to obey the requirements of the company, and being unable to procure goods elsewhere he brought an action to recover treble damages under the National Anti-Trust Act. The sole grounds for the action was the company's refusal to sell him goods at a price which would allow him to make a profit on his sales unless he would refrain from handling other goods.

The court says the action of the tobacco company did not restrict competition between that company and the independent manufacturers who are the Trust's competitors because it left the latter free to select their purchases and to fix their prices and terms. The court says: "The tobacco company and its competitors were not dealers in articles of prime necessity, as corn or veal, nor were they rendering public or quasi public service, like a railroad company. Each of them, therefore, had the right to refuse to sell its commodities at any price."

The court goes further and says that acts of the tobacco company are nothing more or less "than the lawful exercise of their unquestionable rights, which are indispensable to the exercise of competition or the conduct of trade."

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending November 14, 1903.

San Juan.—A. S. Lascelles & Co., 56 bales tobacco; M. Rucabado, 36 bales tobacco scraps, 102 do. tobacco; Durlach Bros., 12 bales tobacco; Sutter Bros., 1 case tobacco; Levi, Blumensteil & Co., 2 cases and 25 bales tobacco. American Cigar Co., 104 bales cigar cuttings.

Havana.—James E. Ward & Co., 1 case cigars, 1,000 bales tobacco; Havana Tobacco Co., 1 case cigarettes.

Salonica.—Schinasi Bros., 700 bales tobacco.

Liverpool.—American Tobacco Co., 63 cases cigarette paper.

Bremen.—J. E. Ward & Co., 140 bales tobacco; Pitt & Scott, 1 box tobacco; E. G. Toel & Co., 1 case tobacco; M. D. T. Co., 9 bales tobacco.

Havana.—James E. Ward & Co., 14 cases cigars.

San Juan.—J. Cohn & Co., 136 bales tobacco; Durlach Brothers, 125 do.; Order, 9 do.

SUMATRA TOBACCO.

Str. Amsterdam, arrived Nov. 12:
(756 bales.)

American Cigar Co.	503 bales
United Cigar Mfrs.	110 bales
H. Duys & Co.	62 "
F. & E Cranz	40 "
Pennsylvania R. R. Co.	20 "
Company's General Agent	10 "
Order	10 "
A. Cohn & Co.	1 bale

HAVANA TOBACCO.

Str. Morro Castle, arrived Nov. 10:
(4,849 bales, 59 bbls., 444 cs., 20 tr'nks.)

James E. Ward & Co.	2,731 bales
F. Miranda & Co.	340 "
Brown Bros. & Co.	310 "
S. Rossin & Sons	252 "
A. Pazos & Co.	208 "
J. S. Gans	191 "
Sartorius & Co.	142 "
Guedall & Co.	100 "
E. Hoffman & Son	91 "
Weil & Co.	67 "
Andersen & Diaz	62 "
Bondy & Lederer	50 "
Carl Vogt & Son	49 "
John Leopold & Son	42 "
American Cigar Co.	42 "
G. W. Sheldon & Co.	38 "
Hilson Co.	28 "
C. H. Wyman & Co.	25 "
Hinsdale Smith & Co.	22 "
Starr Bros.	22 "
F. Miranda & Co.	18 "
Emilio Suarez	13 "
A. Murphy & Co.	4 "
Calixto Lopez & Co.	2 "
E. Regensburg & Sons	23 bbls.
James E. Ward & Co.	21 "
Hinsdale Smith & Co.	10 "
S. Ruppin	5 "
James E. Ward & Co.	444 cases
James E. Ward & Co.	20 tr'nks

Str. Esperanza, arrived Nov. 13.
(1,372 bales)

James E. Ward & Co.	1,028 bales
S. Rossin & Son	120 "
L. Goldberg	109 "
Herz Brothers	90 "
M. Stachelberg & Co.	20 "
William Bader	5 "

HAVANA CIGARS.

Str. Morro Castle, arrived Nov. 10:
(177 cases)

Havana Tobacco Co.	134 cases
G. S. Nicholas	8 "
National Cuba Co.	6 "
Canadian Pacific R. R. Co.	6 "
Park & Tilford	6 "
Acker, Merrall & Condit	4 "
A. Murphy & Co.	3 "
W. H. Stiner & Son	3 "
B. B. Wasserman	2 "
C. H. Wyman & Co.	2 "
G. W. Faber	1 case
L. J. Spence	1 "
Daniel, Frank & Co.	1 "

PORTO RICAN CIGARS.

Str. Caracas, arrived Nov. 9:
(226 cases)

American Tobacco Co.	90 cases
American W. I. Trading Co.	27 "
G. W. Sheldon & Co.	24 "
Durlach Bros.	20 "
M. Rucabado	11 "
West Indies Cigar Co.	10 "
F. Bonila & Co.	8 "
A. S. Lascelles & Co.	7 "
Smith & Schipper	6 "
M. Sola & Sons	5 "
American Trading Co.	5 "
Victor Malga & Co.	4 "
R. Arguellez, Manrique & Co.	4 "
E. V. Wolff & Co.	3 "
Baker & Williams	1 case
Austin Baldwin & Co.	1 "

Str. Coamo, arrived Nov. 14:
(150 cases.)

American Tobacco Co.	63 cases
G. W. Sheldon & Co.	21 "
American W. I. Trading Co.	20 "
West Indies Cigar Co.	11 "
M. Rucabado	9 "
Durlach Brothers	6 "
B. Raap Trading Co.	5 "
F. Bonilla & Co.	5 "
A. S. Lascelles & Co.	4 "
Rojas, Perez & Co.	2 "
V. Malga & Co.	2 "
C. F. Wessel & Co.	2 "

HIGH-GRADE CIGARS
Manufactured by
A. W. Zug,
227 North Cherry Street,
Lancaster, Pa.
We Employ No Salesmen.
All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Factories:
Cigars
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVE
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"ENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—*The* Bear Brand—*The* Cub Brand—*The* Essie Brand.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

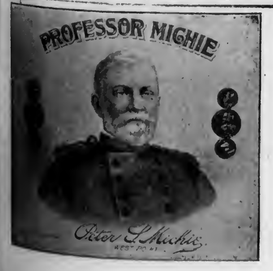
B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871. DALLASTOWN, PA.



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HANOVER, PA.
Manufacturers of
High Grade Union Made **Cigars**
Our Special Brands: ALEX. WILSON, PROFESSOR MICHIE, UNION CHIMES, MINERS' VICTORY, LA UNION CROOKS

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced **Cigars**
Red Lion, Pa.
Remember—the MELODIOSO is Our Leader.

E. A. CÁLVES & CO. IMPORTERS OF C HAVANA 123 N. THIRD ST PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

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Packers and Dealers in Leaf Tobacco

105 S. George St., YORK, PA.

Walter B Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of Leaf Tobacco

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.

Packers of Leaf Tobacco

James and Prince Streets,

LANCASTER, PA.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

THOS. R. DECKER

YORK. PENNA.

MANUFACTURER OF

Sweet Damsel, D. & S.

High Grade Medium Priced

Cigars

For the Wholesale and Jobbing Trade. Correspondence invited.

New $20 Counterfeit.

The Secret Service announced on November 10 the discovery of a new counterfeit $20 national bank note on the Fourth National Bank of Boston, Mass., check letter A, series 1882; Tillman register; Morgan treasurer. It is a poor photograph printed on two pieces of thin paper, with a few silk threads distributed between them. Yellow watercolor has been smeared over the seal, almost obliterating the design. The panel containing the charter number on back of note is black and brown instead of green.

Paying Commissions.

The Lumberton Argus says the best joke heard apropos to the low prices of tobacco is told on the Latta market. It is reported that an old darkey, being told that the price of his load of tobacco lacked 23 cents of paying the charges, remarked that he had no money, whereupon he was told to bring a chicken the next time he came to town. A few days afterward the darkey with two chickens approached the warehouseman, who remarked that he had told him to bring one chicken. "But boss," said the darkey, "I'se brought anudder load and brought anudder chicken to pay for sellin' dat."

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

The facts in the situation are these: In the great tobacco markets of the world there are not a great many cases of Connecticut valley to sell. It looks from the outside as though the market was never more destitute of merchantable tobacco than at the present time. The inquiry is for the 1902 crop, that last fall and winter was called rather—well I do not wish to say it—below the medium, but today eagerly sought after. There is no wrapper-leaf of the 1902 crop in the market, except what can be picked up, a few cases here and there, and I am surprised to learn at better prices than is being paid for "the cream of the crop" of 1903. For this season is no exception to former years; the buyers always pick up the "cream" first, then at their leisure they bid a small price and go away, promising to return in a few days, but do not. "Hope deferred" maketh the tobacco grower sick at heart, and when another comes what does the grower do? Draw the curtain! Buyer No. 1 made it easy for No. 2, and No. 2 has done the same for No. 1 somewhere else.

Now, with your eyes open as to the condition of the market, do not fritter your crop away. The trade papers claim that only Pennsylvania and Wisconsin seem to be in any demand; for the reason that the market is bare, so far as New England tobacco is concerned.

Our correspondents write:

East Whately, Mass.: "I have one sale of 1902 crop of three acres at private terms; two lots of 1903; Hiram Dickinson, four acres; Scott Brothers, nine acres. Very little tobacco has been taken down this last time. What there was, proves to be a very nice, fine leaf. Meyer & Mendleshon are painting and repairing their warehouse and putting things in order for the winter."

Conway, Mass.: "Nothing new to report this week. We are still waiting for a damp time, and if we get one we shall take down and strip the whole crop. It is very fine."

North Hatfield, Mass.: "The present crop of tobacco is not of large growth, but is very sound; no worms, hoppers or wind storms to damage it As to co-operation, the farmers would be glad to see it tried, but prefer to see it in full operation before binding themselves to join, or, in other words, would rather see some other fellow try it first. As to tent tobacco, we believe it has seen its day; it is not a decided success, taking cost of tents and raising the crop into account. Seven hundred pounds is reported from one field in this town. Two carloads of Northern tobacco cases were unloaded here the past week. Oscar Belden & Sonshave opeded their new sorting shop." —American Cultivator.

BALDWINSVILLE, N. Y.

There has been little activity in the local markets for the last week. No sales have been reported although several buyers are still looking for good grades of the crop. A few small shipments have been made from the local warehouse.—Gazette.

EDGERTON, WIS.

The week brings but little news in the tobacco market. Scattering sales of new goods are being made in the outlying sections, but no organized effort has developed toward the general movement of the crop. There is considerable trading in old in moderate sized lots! Mr. Lowenheim of Hamburg has gathered up something over 100cs from local dealers of export grades during the week. Jos. Bimburg purchased 200cs '01 from O. H. Holton of Stoughton. F. S. Baines sold 233cs lot of 1901 and purchased 90cs of Edwards Bros. Geo. Rumrill reports the sale of 180cs of '01 and '02 during the week, which comprise the transactions coming to notice.

The first rain in several weeks came Tuesday night but not sufficient to bring the hanging tobacco into case.

The failure of two Chicago leaf firms early in the week has caused much surprise and regret in local circles, and it is hoped their embarrassment will be only temporary. Sutter Bros. have been an important factor in the Wisconsin market for many years, doing a large business at several packing points.

Shipments, 953 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

The market is still quiet with small sales, but inquiries are more frequent. Fresh sampling being made shows crop to be of good quality and fine condition.

QUOTATIONS

Leaf—Short: Common, 5 to 5½c; Medium, 5½ to 6c; Good, 6 to 7c.

Leaf — 22 to 26 in.: Common, 6 to 6½c; Med., 6½ to 7c; Good, 7 to 8c.

Lugs—Common to Good, 4½ to 5c.

Reports from the barns are that the crop is lacking in body and substance, while quite a large part is leafy, yet thin and colory; altogether not near as good a crop as field prospects showed.

Sales for the week, 11 hhds; for the year, 9,570.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

We had no warehouse receipts this week, nor public offerings; the private sales were 63 hhds. of the lower grades of Leaf at the late ruling prices.

Our loose tobacco warehouses had their opening sales this week, but as the offerings were of lugs, and the poorer sorts of leaf, much of it brightish drought marked in color, they were no indications of the general quality of the new crop.

Since the rains have softened the tobacco, permitting examination of the barns, the crop is found to be generally of lighter color, and of less body than the preceding crop. The first cuttings show leaf of size, but there is much short light leaf in the crop.

QUOTATIONS:

Low Lugs	$3.50	to $4.00
Common Lugs	4.00	to 4 50
Medium Lugs	4.50	to 5.00
Good Lugs	5.25	to 5 75
Low Leaf	4 75	to 5.25
Common Leaf	5.50	to 6.25
Medium Leaf	6.50	to 7.50
Good Leaf	7 50	to 8 50

CIGARETTES AND RELIGION.

(At Wellington, Somerset, not long ago, boys were induced to come to Sunday School by bribes of cigarettes and tobacco. On certain of the scholars this is said to have had disastrous effects.)

Oh, teacher, I'm so happy
In my little Sunday-school;
For my pipe is drawing nicely,
And the mixture's smoking cool.
And I find it very pleasant
Just to sit here blowing rings,
While you give us your reflections
On the Babylonian kings.

On a morning in October
I resolved to change my ways,
When you caught me, teacher, napping;
You had chased me many days.
For you whispered to me gently,
As in vain I strove to pass,
"I have smokes for little children
Who attend their Scripture class."

Oh, teacher, I'm— excuse me
For a moment, if you will;
I am feeling slightly—bother!
Why won't the floor keep still!
The bench on which I'm sitting
Seems as frisky as a lamb,
Am I—am I going—going;
Am I going to—yes, I AM!
—London Globe.

Phones: { Keystone, 65-64A Main Bell, 62-39A

M. Kaufman & Co.

Manufacturers of Union Made

Turkish Cigarettes

504 S. Fifth St., Phila.

Special Brands:

MUNJURA, MATCHAKA, MIENAK

KLEINBERG'S

"CHICO"

KING of 5c. CIGARS

AGAIN ON THE MARKET.

Our famous "SMOKE-IT" Cheroots are selling faster than ever before.

Philadelphia.

Manhattan Briar Pipe Co

Manufacturers of

Briar and Meerschaum Pipes

Importers of

SMOKERS' ARTICLES

Salesroom, 10 East 18th St. NEW YORK.

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of

Fine and Common Cigars

Established 1890.

Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ

Manufacturer of High Grade

EGYPTIAN CIGARETTES

74 Wooster Street NEW YORK

Traveler—Cork Tips. Planet—Gold Tips
Planet—Plain Tips. Planet—Cork Tips

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DETROIT AND BUFFALO STEAMBOAT CO.

QUEENS OF THE LAKES

Steamers Eastern States and Western States

$3 SAVED

TO ANY POINT WEST

Lv. BUFFALO daily 5.30 P. M., ar. DETROIT 7.30 A. M., connecting with all trains West and D. & C. for Michigan resorts. Lv. DETROIT daily 4.00 P. M., ar. BUFFALO 7.30 A. M. Fare: $6.50 one way, round trip $9.00. Berths $1.00 and $1.50, rooms $2.50, parlors $5.00 each way. Week End Excursions DETROIT and Return, $2.50. Send 2c. for illustrated pamphlet. Address A. A. SCHANTZ, G. P. T. Ag't, Detroit, Mich.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

Smoke

FAUGH-A-BALLAGH

5c CIGAR

WRITE

GRANEY

Commercial Cigar Co.

476 North High Street, COLUMBUS, OHIO.

Barnesville Cigar Co.

W. H. BARLOW, Proprietor, *Barnesville, Ohio,*

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

...tory No. 2. 707 Ohio St., Allegheny, Pa.

T. L. ADAIR, *Established 1895*

WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

The Cigars You Want at

W. D. SAHM'S

Union Cigar Factory

Ask for Samples AKRON, PA. Correspondence Solicited

E. E. Weaver

Manufacturer of Fine Cigars

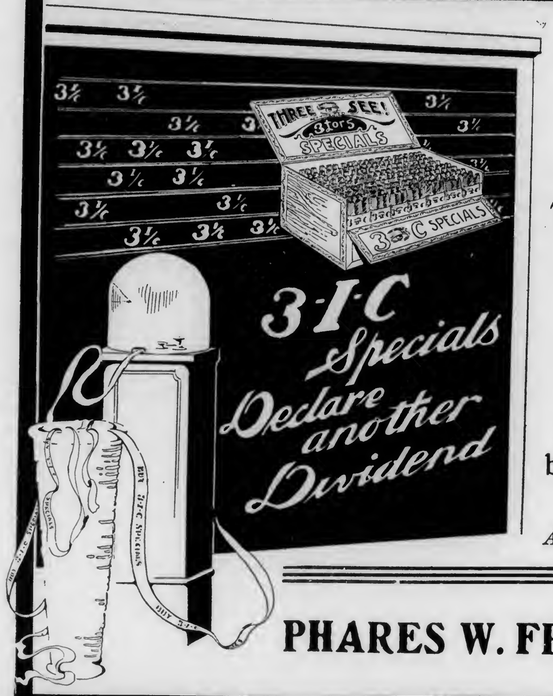
TERRE HILL, PA.

Orders from the Jobbing Trade Solicited. Shipping Station, East Earl.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic Cigars

Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.



Buy 3--I--C Specials

They are always declaring dividends for the energetic jobber who handles them

Smokers Praise Them
Dealers Endorse Them
Jobbers Re-Order Them

3--I--C SPECIALS are the best stock to buy at 3 for 5c. Sold to jobbers only.

A Postal Will Bring Price and Sample.

PHARES W. FRY, - Lancaster, Pa.

A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.
Manufacturers,
READING, PA.

G. M. Wechter, *Established 1883*
Manufacturer of
Cigar Boxes
GOLD LEAF PRINTING a Specialty
Akron, Pa.

F. W. Dohrmann. [Estab'd 1873] Theo. S. Dohrmann.

F. W. Dohrmann & Son,

Packers of **Cigar Tobacco**
Packing Houses: { Covington, O. / Gettysburg, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.

Redryers of **Burley Tobacco**
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.

Samples forwarded on application.
Offices & Warehouse, **11 and 13 Vine Street, CINCINNATI, O.**

Business Changes, Fires, Etc.

Florida.

Tampa.—Guerra, Diaz & Co., cigar manufacturers, succeeded by Galiano Havana Cigar Co.

Illinois.

Chicago.—Harry Brotin, cigars, out of business. —— Chas. Rosenthal, cigar manufacturer, out of business.

Indiana.

Fort Wayne.—Chartol & Shondell, cigars, etc., chattel mortgage, $243.

Iowa.

Creston.—Shephard-Spangler Co., cigars, succeeded by R. L. Shephard.

Des Moines.—Kinney & Doran, cigars, succeeded by Harris Hyman.

Maine.

Portland.—L. Kaufman, cigar manufacturer, away.

Massachusetts.

Boston.—Joyce & Fish, com'n cigars, petition in bankruptcy.——Porto Rico Commercial Co., incorporated under Massachusetts laws with authorized capital stock of $9,000, to deal in cigars, tobacco, etc.——New Dorchester Cigar Mfg. Co., chattel mortgage, $1,100.——John Troy, cigars, chattel mortgage, $375.

Cambridge.—Antonio Palisi, cigars, etc., chattel mortgage, $379, discharged.

Worcester.—A. W. Kincaid, cigars, etc., chattel mortgage for $400 canceled.

Michigan.

Detroit.—C. E. Winter Cigar Co., manufacturers, bill of sale $1., etc.

Minnesota.

St. Paul.—Adam Fetsch, manufacturer and retail cigars, real estate mtge., $1,500.

New Hampshire.

Nashua.—Van Zandt & Wilson, cigars, chattel mortgage, $200.

New York.

New York City.—Donop & Berkman, cigarette manufacturers, dissolved. Business continued by Philip Berkman.

Ohio.

Cincinnati.—John Weisbaum Co. (Ltd. inc.), manufacturers of cigars and pipes, succeeded by The John Weisbaum Co.

Findlay.—Wm. H. Mufford, cigars, attached.

Oregon.

Jacksonville.—McDaniel & Co., cigars, etc., sold out to Uhrich & Co.

South Dakota.

Aberdeen.—L. J. Shaw, cigars, bill of sale, $600.

Tennessee.

Memphis.—Sol. Coleman, wholesale and retail cigars and tobacco, sells out estate for $8,500.

Virginia.

Danville.—J. N. Wylie & Co., tobacco manufacturers, damaged by fire.

Wisconsin.

Sheboygan.—Adam Heringer cigar manufacturer, real estate mortgage, $750.

PATENTS RELATING to TOBACCO, Etc.

743,819 Cigar moistener; Edwin F. Brown, assignor of one-half to G. A. Morris, Chicago, Ill.

743,518 Tobacco-picker's frame; Jno. J. Kelly, Birdsville, Md.

743,739 Machine for making cigarettes from continuous filler-rod; Frank A. Ludington, Waterbury, Conn.

743,926 Cigar-case; Wm. W. Pugh, Washington, D. C.

743,587 Machine for turning cornpipes; Chas. O. Strutz, Washington, D. C.

743,597 Can or box structure; Washington I. Tuttle, Baltimore, Md.; assignor to American Tobacco Co., New York City.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

KRUEGER & BRAUN

LITHOGRAPHERS AND PRINTERS. Samples furnished on application. 322-326 East 23d St. NEW YORK.

NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Special Designs — Engraving Embossing

H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty
CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

143 Liberty St.
New York.

CIGAR BOXES of Every Description

Gold Leaf Embossed Work

A. Kauffman & Bro., York, Pa.

INLAND CITY CIGAR BOX CO

Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA

Best Workmanship — The Lowest Price

H. W. HEFFENER

Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

Frank Ruscher — Fred Schnaibel

RÜSCHER & CO.

Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

FRAZIER M. DOLBEER — G. F. SECOR, Special.

F. C. LINDE, HAMILTON & CO.

Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

M. D. BOALES,

LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No 5 Tobacco Cipher.
Hopkinsville, Ky.

Cigar and Tobacco Factories

are Earning Fat Dividends when Located in Seaboard Territory.

The Seaboard traverses from end to end the tobacco belt of the South, and a location can be given you from which within a radius of one hundred miles you can draw every grade of tobacco, including the finest Shade Grown Sumatra.

If you want to come South for any reason ask for our literature; if you want to locate a factory ask for our special proposition to manufacturers.

J. W. WHITE,
General Industrial Agent, Portsmouth, Va.

SEABOARD AIR LINE RAILWAY

BANDS

FROM THESE CIGARS

Cremo	Santa Bana	Velvet
Cubanola	Peola	Continental
Geo. W. Childs	Smokettes	Detroit Free Press
Jackson Square	Columbia	Siona
Premios	Dowledo	Spaniola
Exports	Wego	Two Orphans
La Belle Creole	Nerve	Benefactor
Fontella	Star	Florodora
Renown	Lillian Russell	Florodora Operas
Salva Fuma	Turco	Pioneer

ARE VALUABLE

TO EVERY

JOBBER

RETAILER

AND **CONSUMER**

They increase the demand of Consumer thereby the business of Jobber and Retailer

The Band is Your Protection

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited — Advances Made
Settlements Made on Day of Sale

JAMES PRANGLEY, Jr.,
First Class Stock Companies Only. **Fire Insurance** Insurance on Tobacco & Cigars a Specialty.
27 E. Orange St., Lancaster, Pa.

METAL EMBOSSED LABELS · METAL PRINTED LABELS · LITHOGRAPHING · SPECIAL DESIGNS · ENGRAVING · EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561

Glycosine B EATS ALL
550 Times Sweeter than Sugar
Guaranteed Most Powerful, Agreeable, Cheapest & Best.
Write for Samples and Particulars.
Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, *NEW YORK.*

FOR SALE BY ALL DEALERS

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

M. H. Clark & Bro — Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY
PADUCAH, KY.
Clarksville, Tenn.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED
le Droit Building, WASHINGTON, D. C.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, Moundsville, W. Va.
Jobbers, Write for Samples.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

EISENLOHR'S Cinco CIGARS Philadelphia

GUMPERT'S
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114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

PHILADELPHIA SMOKE VETTERLEIN BRO'S. SABOROSO PHILADELPHIA CIGARS BOSTON

Factories: PHILADELPHIA. TAMPA, FLA.
HEYMANN & CO.
Cigar Manufacturers,
214 South Fifth St.
Philadelphia.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

Pent's
TAHOMA
FIVE CENT
PENT BROTHERS, Manufacturers, PHILADELPHIA.
CIGARS

L. E. Ryder, Factories 26 and 517, 9th District Penna.
Wholesale Manufacturer of
Cigars
LANCASTER, PA.
The Best Possible Goods for the Least Possible Money

Vesper CIGAR 5¢ As Clean as the Food You Eat

LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.

"Millions for Farmers" So Says Secretary Wilson, U. S. Dep't of Agriculture
TEXAS TOBACCO TRACTS
Write for Full Information to....
Exhaustive tests prove that the finest grade of... CUBAN LEAF Filler and Wrapper can be grown in the Texas on line of the
SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.
T. J. ANDERSON, General Passenger Agent, Houston, Tex.

A. D. KILLHEFFER — MILLERSVILLE, PA.

Goods Sold Direct to JOBBERS and DEALERS.

Maker of
High Grade CIGARS
All Fine Work

NO SALESMEN EMPLOYED.

Warranted Havana Filler, Sumatra Wrapper and No Flavoring Used.

Communicate with the Factory We Can Save You Money.

THE TOBACCO WORLD
ALWAYS SPARKLES
ESTABLISHED IN 1881 Vol. XXIII., No. 47.
PHILADELPHIA, NOVEMBER 25, 1903.
ONE DOLLAR PER ANNUM. Single Copies, Five Cents.

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G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

E. Rosenwald & Bro.

Packers, Importers

and

Exporters

of

TOBACCOS

145

Water Street,

New York.

Established 1881 THE TOBACCO WORLD Incorporated 1902

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

JAY Y. KROUT, Pres'd't and Gen'l Manager.
H. C. McMANUS, Sec't'y and Treas.

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Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

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GIVE THE BABY A NAME.

Register Your New Brands
WITH
The Tobacco World
Where they Will be Seen by the Entire Trade.

The fee for registering is $1.00 for each trade mark. The usual charge of 25 cents will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Bad Debts.

IF all debts were promptly paid many a business man who now is involved in all kinds of financial complications would be on Easy street, would have nothing to worry him and would find himself more prosperous as each day passed by.

There are thousands and hundreds of thousands of retailers who pay promptly, and these receive the benefits of discounts and, perhaps, special favors from those from whom they buy; but even these men of prompt payments suffer because of the slow payment by other retailers and the failure of still others to pay at all.

Unless a manufacturer or a jobber goes into bankruptcy he must make his good customers pay the debts of his bad customers, and the result is that the retailer who keeps his head thoroughly above water does business on a smaller margin of profit than he would if every sale to other dealers as well as every sale to himself was accompanied by a certainty that the money would be forthcoming as soon as due.

Some very interesting figures have been compiled by one of the leading mercantile agencies for the year 1902. These show that the liabilities in 9,971 failures were $105,489,530. These failures are attributed to causes as follows, the figures representing percentage: Incompetence, 20.4; inexperience, 7.2; lack of capital, 30.6; unwise credits, 2.8; failures of others, 2.8; extravagance, 0.9; neglect, 3.0; competition, 3.8; specific conditions, 7.7; speculation, 1.0; fraud, 10.1.

"Unwise credits" in the foregoing statement are represented to have caused only 2.8 per cent. of the failures, and the same percentage appears as due to "failures of others." But with these might very reasonably be included, under a summary of bad debts, "lack of capital," if not "incompetence" and "inexperience." Practically over half of the failures appear to have been due to inability to collect accounts.

Were there no bad debts there would be many less failures and many million less of liabilities. While less than 10,000 failures were reported, there undoubtedly were many times that number of business concerns which went through the year 1902 on the verge of failure and are still on that verge.

What is the remedy for this condition of affairs? D. H. Kirkland of Atlanta, Ga., believes that the only remedy is a complete and thorough reform of the credit system. In a recent paper, he had this to say:

"If the manufacturers and wholesale dealers are to organize and co-operate for the interchange of credit information, by all means let us invite the retailers to join in the organization, which has for its object the upbuilding of trade upon a better and more secure foundation. Let us make it one of the conditions of his joining our organization that he shall furnish a statement of his financial condition, his ability to pay, and his right to buy. No honest, worthy dealer will object to making such a showing. Many object to making statements upon the ground that the statements when made seldom secure for them the basis for credit to which they are entitled. If we can form an organization with a full and free interchange of credit information, are we not prepared to guarantee the retail merchant who joins with us and furnishes us his statement of his financial condition; and his reputation entitling him to become our customer, his statement being verified, shall we not bring him the benefit which will accrue to an established credit?

"If uniform reports containing the salient facts necessary for the credit man to predicate a credit thereon can only be gathered through the means of the organized co-operation among the wholesalers and manufacturers, then by all means let us invite the retailers to join us and thus assist in the upbuilding of the honest, intelligent merchant of the country and the eventual weeding out from the trade of his dishonest, irresponsible brother, who has ever been a menace to the trade that we all seek."

To a retailer well established and with reserve capital and who is ready and willing to pay spot cash if given satisfactory discounts, the suggestion by Mr. Kirkland will seem a good one; but there are many more who would have to go out of business if they were compelled to pay for goods without having had an opportunity to sell part of them; and these latter are very important customers to the manufacturer and retailer. Many a retailer who has remained in business for years and paid all his debts could never have done so had accommodation in the way of time not been given him, and many a manufacturer and jobber who has acheived prosperity would not have remained in business a year had he insisted on spot cash or cash in ten days or even a thirty day limit with all his customers.

After all, the greatest protection he who sells at wholesale has is personal knowledge and personal judgment of personal character. In the summary of causes of failure above given the first is "incompetence." Of competence on the part of a customer to do business successfully the wholesaler ought to be a good judge if he is not wholly unfitted for selling in large quantities. Protection against "inexperience" certainly is not difficult to secure, inexperience being either self-evident or easily ascertained by legitimate questioning. Of the other causes stated three come under the general classification of bad debts, already spoken of in this article. Of the remaining six only one caused over eight per cent. of the failures that one being "fraud." Any man who is a victim of fraud, unless it be of the boldest kind and the result of conspiracy among men whose ability equals their rascality, doesn't deserve much sympathy. A man who will allow himself to be cheated seldom has anybody but himself to blame. Business methods and systems in ordinary use provide all the protection which a careful man, attentive to his business, needs to guard him against fraud.

Bad debts! In those two words is the explanation of a very large part of the business embarrassments. How to guard against them and still do a credit business no man can definitely tell another. To keep them down to the lowest possible point and at the same time lose no good patronage is impossible. Practically every question of credit has to be decided on its individual merits, and whether he is really shrewd or merely a good guesser the man who comes nearest the mark the most frequently is the best business man.

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T **DOHAN & TAITT,** D&T

Importers of Havana and Sumatra

Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1825

L B S **LEWIS BREMER'S SONS**

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* ***Tobacco***

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son IMPORTERS AND PACKERS OF HAVANA AND SUMATRA SEED LEAF TOBACCO

112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St. Phila.

K. STRAUS **K. STRAUS & CO.** A. LOEB

IMPORTERS OF

DEALERS IN LEAF TOBACCO HAVANA

301 & 303 NORTH 3rd ST.

PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in ***LEAF TOBACCO***

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of **Sumatra and Havana**

AND

Packers of **Leaf Tobacco**

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of **LEAF TOBACCO**

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in **LEAF TOBACCO**

IMPORTERS of

Young & Newman, Sumatra & Havana Y&N

217 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.*

THE REALM OF THE RETAILERS

Judicious Advertising.

Judicious advertising is unquestionably essential to the complete success of modern storekeeping. This is a truism that few intelligent men will be disposed to dispute if they have devoted any thought to the subject. Merchants who have given advertising a fair trial are unanimous in its favor. And yet successful merchandising under present conditions depends upon many things besides advertising.

Success in storekeeping must always depend upon the men engaged in it. The right man will achieve success, because he will adopt the right methods. He will see to it that his store is in the best position obtainable, and that it is as up-to date as possible. He will learn to buy right, so that he may be able to sell to advantage. He will be judicious in selection of his assistants, and he will use tact in his intercourse with them, as well as with his customers. And his advertising—for of course he will advertise—will be judicious in the best sense of the word, for it will be done in such a way as will best attain the end desired.

Advertising frequently fails to get a fair chance. Much of it is injudicious and, of course, must fall short of the best results. Some of it is completely overshadowed by the more ambitious efforts of rival concerns. And much that is well done in every respect is handicapped by lack of support, and fails to reach the goal it should have won.

The fact is that storekeeping is a composite business, and its success depends largely upon the manner in which its various parts are blended and harmonized. Advertising is absolutely essential, but it is by no means the whole thing. It may, indeed, be of very little use. Unless it is backed up by performance, the money spent for it may be wasted. Judiciousness will not save it if the proper support is lacking. Courtesy alone will not do all that is required. Low prices will draw custom, but something more is required to make storekeeping successful. Tact, taste, knowledge of human nature are all valuable qualifications for a salesman, but none of them is a winning card by itself. It is only when these and other aids and essentials are found in combination with judicious advertising that the best results can be confidently expected. —The Retailer and Advertiser.

* * *

In your advertising employ the sort of common-sense that you would be apt to believe in and respond to, and talk to men who appreciate a spirit of fairness and frankness.

Be As Happy As You Can.

If a salesman has not within his heart the "milk of human kindness," he would better quit trying to sell goods and go into the banking business—where friendship ceases.

As no two customers are exactly alike in their disposition, the salesman must rely on nature's law of "laugh and the world laughs with you."

When you are dealing with a customer who shows an inclination to be cranky and crabbed, remember that one of the strongest psychological laws is that of "Association," and as "Suggestion" is even a greater power, you will find that by keeping yourself in a happy mood before a customer your smiling countenance will suggest to him that it is better to be pleased than otherwise, and by the association of the thoughts which naturally go with pleasant things the customer's mind will be very quickly filled with thoughts of a pleasing nature and his crabbedness crowded out to make room for them.

This fact will easily be recalled by many salesman who have cultivated the art of story telling, for it is often the case that a crowd of very dull people have been fairly electrified into a coterie of very happy souls by the advent among them of "a jolly good fellow" who "breaks the ice" by shedding the lustre of his sunny disposition in their midst.

"If you cannot be happy, be as happy as you can," is a rule that all salesmen will find to be a never-failing guide to success. When you rise in the morning and your head feels thick and the world looks black, if you will deliberately set to work to recall a few of the funny stories you have heard, and earnestly try to put yourself in a laughing mood, you will be surprised to find how easy it is to cast off what would otherwise be a bad case of the blues. Always remember that there are other days coming, and while to you "it may be cloudy to-day, the sun will be shining to-morrow." You can jolly yourself as well as others, and if you know how to make other people feel good and fail to work it on yourself you are not giving yourself a square deal. —Salesmanship.

* * *

Owners and Tenants.

The question as to what articles may be removed from a building, and what must remain attached to it, depends to some extent upon the relation which the parties in controversy have to the realty. Thus, a tenant at the end of his term may remove certain articles attached by himself to the building which an owner would not be allowed to remove upon a sale of the building. In fact the owner, who sells to another, is held to a more strict rule with regard to the permanency of fixtures, than any other person. Having put up a building and attached certain articles to it, which are convenient and useful, but not absolutely necessary, and having then sold the building with those articles attached, and without having expressly excepted them in the deed, it is decided that he should be held to an unusually strict rule when it comes to making a separation between fixtures and movables. The vendor of a building, as a rule, will not be allowed to remove any article which has been made expressly for that building, and shaped to fit it, which is specially adapted to the use to which the building is put, and which was originally attached to it with an intention that the attachment should be permanent.

* * *

Internal Revenue Decisions.

A retail dealer asks the Commissioner if he would be permitted to remove the cover and tack it on the bottom of the box so that the space in the show case can be used to advantage. He was advised that while such a course would not appear to be a violation of law or regulations it is not the province of the Commissioner to authorize such action and if the practice is pursued it must be at the risk of the dealer. The law requires that the box of cigars shall at all times bear the tax paid stamp until the contents are entirely removed, when the stamp is to be utterly destroyed.

There has been submitted to the Commissioner a device in the shape of a band to go around an individual cigar, under which is held a small safety match which can be easily withdrawn, the end protruding from under the band. On another portion of the band is affixed a fulminate on which the match may be lighted. The applicant desires to know whether the inclusion of the match so affixed to the cigars will be in contravention of the regulations. He was instructed that the provisions of Section 3394 R. S. as amended, and the rulings of the Internal Revenue Bureau, as set forth in Regulations No. 8, Revised July 1, 1903, page 56, prohibit the inclusion in statutory packages of tobacco, snuff, cigars or cigarettes of any substance or thing intended to be sold or given away other than the article or articles upon which the tax has been paid as represented by the stamp affixed to the package; that the only exception to this rule is that manufacturers may place within the box or package containing the taxpaid articles small advertising cards, coupons, certificates, paper bands or circulars which do not materially increase the size of the package and which are intended as an advertisement of their business and concern the manufacture and sale of their manufactured products. Therefore the use of the match as set forth would be prohibited. This is the device for which patent was issued recently.

The Commissioner has approved the use of a cigar box the cover of which is divided into two parts down the middle of the same lengthwise and fastened together with straps of cloth which act as a hinge so that the cover can be folded back. The object of this device is to dispose of a box covered in such a manner as not to obstruct the view of other boxes in a cigar case.

* * *

Guarding Employes' Morals.

The firm of Franklin MacVeagh & Co., of Chicago, wholesale grocers, has joined hands with those establishments that are taking a decided stand on the matter of good associates and good habits for their employes outside as well as during business hours. When the employes of the big wholesale grocery house at Wabash avenue and Lake street reported for work recently they were confronted on every side by printed placards bearing the following inscription:

"Respectable and moral associations outside of business hours are expected of every employe. The visiting of gambling houses, whether through curiosity or the intention of playing, must be avoided. Any employe who frequents such places or indulges in betting on horse races, ball games, or anything of this sort, is subject to immediate dismissal."

* * *

Tobacco Users Not Barred.

According to the Christian World, a clause in the building contract for a new church at Logansport, Ind., provided that any man engaged in the work detected drinking or swearing should be dismissed, and this was acted upon. "It was hoped," says the Christian World, to prohibit smokers and chewers of tobacco," but all the contractors refused to bid on such terms. It is to be hoped that an effort will be made to keep the doctrine preached as undefiled as they endeavored to keep their building operations.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

Rabell, Costa, Vales & Company

Sole Purveyors, by Request, to the Royal House of Spain.

Finest Havana

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

CIGARS

Factory, Galiano 98, Havana, Cuba.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

RESPONSE TO GREETINGS

To German Merchants from the Cigar Dealers' Association of America.

The following is self-explanatory:

National Headquarters
Cigar Dealers' Association of America,
Chicago, Nov. 20, 1903.

To the Central Body of the Cigar and Tobacco Merchants' Association of Germany:

At a meeting of the Executive Committee of the Cigar Dealers' Association of America the following proceedings were had, ordered spread on the records, and a copy engrossed and forwarded to your Honorable Association:

Whereas, We at all times and under any conditions feel a fraternal interest in those who with us have a common means of livelihood;

And Whereas, We are now in receipt of your kindly greetings of Oct. 26, 1903;

Be it Resolved, That we, the Executive Committee, for and on behalf of the Cigar Dealers' Association of America, do hereby extend to you our thanks for your kind remembrance, and especially for the kindly feelings of fraternalism expressed therein. We further wish to thank you, on behalf of ourselves and the Cigar Dealers' Association of America, for the uniformly kind and courteous treatment accorded our colleague, Mr. Albert Breitung, during his recent sojourn in your country. The feelings of respect which he engendered in you, and which found expression in your greeting and in your trade journals, are only a reflection of our feelings and ideas of Mr. Breitung. He was our representative, and we congratulate ourselves for the success in bringing to pass a coalition of our mutual interests, and the alliance which he established and all things by him done, is hereby confirmed by us in this our memorial.

Hoping that the closer relations now established will further our common interest and our common work toward our common object, we are,

Yours fraternally,
CIGAR DEALERS' ASSOC'N OF AMERICA,
C. E. CASE, Secretary.

Prosperity in Tampa.

The following is from one of the Tampa, Fla., papers:

"More money was paid in wages to the cigarmakers of Tampa yesterday than on any other Saturday in the history of the industry in this city. The payroll of the various factories yesterday aggregated $140,000—which is $10,000 larger than the best previous week. In 1900, Tampa had 132 cigar factories, with 5,000 operatives. Today, it has 167 factories, with 8,000 operatives. Eight thousand people drawing salaries every week from one industry is a condition which no other city of Tampa's size in the country can boast."

Growers Organize.

Three hundred tobacco growers, representing eleven counties in Virginia and North Carolina, met in Danville, Va., last week and formed what will be known as the Tobacco Growers' Protective Association of Virginia and North Carolina. S. S. Adams, of Charlotte county, Va., was made President; W. T. Bryant, of North Carolina, Secretary. The object of the organization is to decrease future tobacco acreage, keep present crop off the market for better prices, and induce farmers to grow diversified crops. All of the counties in the belt will be organized, President Adams being selected for the purpose of organizing them.

CHURCH ELDER IN TROUBLE.

Several Thousand Stolen Cigars Traced to His Store.

Macon, Ga., Nov. 18.—The professionals who have been stealing cigars and tobacco in great quantities recently are at last run to cover, and much of the stolen property has been recovered.

M. O'Hara's exchange was robbed of 4,500 cigars Wednesday night, and some of the cigars were found last night in Johnson's store on Fourth street. Johnson is an elder in the church and has enjoyed a good reputation, but he is now in great distress, because not only have these stolen goods been found in his place, but a great many others stolen recently from various stores in the city and suburbs.

The Vineville drug store was broken into a week ago and cigars were stolen, and several other burglaries of a similar nature have occurred since. The authorities have learned to watch small shops of the kind run by Johnson, and whenever these crimes begin to multiply the detectives hang about or put spotters to watch the class of goods sold by people who seem to flourish too much on a small investment.

Searching for a Woman.

Attorneys and detectives representing B. L. Duke, of Durham, N. C., a son of President Duke of the American Tobacco Co., are searching Los Angeles and other cities of Southern California for Mrs. Minnie Duke, wife of the tobacco manufacturer.

It is said that Mrs. Duke separated from her husband a year ago after refusing to sign certain papers in connection with property owned by her. She went to Los Angeles and has since disappeared. She is now being sought in order that legal papers in two suits may be served upon her. Mrs. Duke is described as a handsome woman about 28 years of age.

Receiver Appointed.

Frederick B. Griffin, of Granby, Conn., manager of the International Tobacco Culture corporation, of East Hartford, has been appointed receiver of the concern. The corporation is capitalized at $600,000. The total indebtedness of the company is said to be $105,000.

1902 Crop
WISCONSIN
Now Ready

Sutter Bros. Inc.

New York
Chicago
St. Louis
Havana

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM,
119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING
GEO. W. BREMER, Jr.
WALTER T. BREMER.
OSCAR G. BOEHM.
Importers, Packers and Dealers in
Leaf Tobacco

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date.
PHILADELPHIA.

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. Weinberg, IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Importers of Sumatra Tobacco
Cable Address: "HIRE."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St. NEW YORK

LOUIS BYTHINER — J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

GEO. W. WERT & CO.
MANUFACTURERS OF
High Grade Union-Made Cigars
No. 14 North George St. York, Pa.
UNION PLANTER 5-cent Cigar is Our Leader.

L. P. Kimmig & Co.
IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana
Reina 20, Havana
P. O. Box 98

POOR CUBAN FARMERS IN LUCK THIS YEAR.

Prices of Seedlings Greatly Reduced, Being One-Tenth to One-Sixth What They Were Last Year—The Leaf Market Active.

HAVANA, Nov. 16, 1903.

The good demand, for Europe, for new Remedios has continued, and in consequence, the volume of business has even more than exceeded the phenomenal activity of the previous week. Some buyers of importance from the United States have also done their share in securing Vuelta Abajo and Partido factory vegas. Vuelta Abajo colas have been solicited by the cigarette manufacturers here. The competition for Europe has been between the buyers for the Spanish contract and large orders received by the German commission houses. Old Remedios has been inquired for and several lots have changed hands at full figures.

Sales were 14,100 bales in all—3000 bales of Vuelta Abajo, 1500 of Partido and 9600 bales of Remedios. For the United States 4200 bales were secured; for Europe 8900, and for home consumption 1000 bales.

THE 1904 CROP.

There is no change to report in the weather, which has been extra favorable to the growing plants, as well as all that could be desired in setting out new seedlings, all over the Vuelta Abajo and Partido districts. There are several farmers who will commence making their first cutting by the end of this month, and in the first week of December others will begin. Owing to the abundance of seedlings the price has come down to 50 cents per 1000 and this naturally will enable the farmers with very small means to acquire sufficient to fill their wants for their small farms, which they would not have been able to do if the prices had ruled as high as last year, when from $3 to $5 per 1000 was paid.

BUYERS COME AND GO.

Arrivals:—C. C. Rosenberg, of El Provedo Cigar Factory, Tallahassee, Fla. and Philadelphia; Max Stern, of Louis Silvester & Son, New York; Julius Lichtenstein, of Lichtenstein Bros., New York; Alfredo Ettlinger, of E. Hoffman & Sons, New York; Arthur Loeb, of Leopold, Loeb & Co., Philadelphia; John Kolb, of the Theobald & Oppenheimer Co., Tampa and Philadelphia.

Departures:—Bruno Diaz for New York; Nathan Starr for New York; S. Jaffe for New York; Leopold Loeb for Philadelphia.

HAVANA CIGAR MANUFACTURERS.

The independent manufacturers continue to be fairly active, and although the orders for Germany have fallen off, there has to be noted an increased demand for the United Kingdom, the United States and the South American Republics. H. Upmann & Co. are still at the head of the list in receiving fresh orders and ask their friends to be lenient with them if they should not be able to execute orders as fast as they would like to, as, owing to the rush season, every table in their factory is occupied. Behrens & Co., of the "Sol" factory, are fully satisfied with the way the orders are coming in, and, instead of showing a diminution, their business is steadily increasing. Rabell, Costa, Vales & Co., of the famous "Ramon Allones" factory, say they continue to turn out 25,000 cigars per day and that they now employ 300 men in their cigar factory, while in their cigarette department 200 men and women are employed in turning out the "La Eminencia" Cigarette, which is now considered the finest smoke not alone in Cuba, but also in all countries where cigarettes are exported. Enrique Dorado & Co. of "El Rico Habano" are quietly but steadily continuing to fill orders which they are receiving from all quarters of the globe.

The exports of the previous week by the steamship "Morro Castle" were 2,191,700 of Trust goods, while the independents shipped 2,250,000 cigars, and it is stated, that for quite a while, on an average, the trust has fallen below the 50 per cent. mark of all cigars exported.

BUYING, SELLING, ETC.

The big sellers this week were: Cuban Land and Leaf Tobacco Co., 5000 bales; Sobrinos de V. Diaz, 700 bales; Bruno Diaz & Co., 700 bales; J. M. Garcia & Co., 700 bales; Muniz Hnos & Co., 600 bales; Puente, Cueta & Co., 600 bales; Aixala & Co., 600 bales; Jose A. Suarez, 500 bales; Antonio Hernandez Rivero, 450 bales; Gonzalez Benitez & Co., 400 bales; Jose F. Rocha, 350 bales; Rufino Cano, 350 bales; Antonio Suarez, 300 bales; Sobrinos de A. Gonzalez, 300 bales; Suarez Hnos, 300 bales; Grau & Planas, 300 bales.

Sobrinos de A. Gonzalez secured 5000 bales for the Spanish contract this week.

Leslie Pantin has purchased 700 bales of all kinds of leaf for his particular friends.

Adolfo Moeller has continued with the same activity in buying for German account, although owing to the decreased supply of suitable low grades he has been able to purchase only about 3000 bales this week. He is now actively

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
FABRICA DE TABACOS
AMAT VICTORIA CURAM
LUIS MARX HABANA
Consulado 91, HAVANA.

JOHN W. MERRIAM & CO.
MAKE
Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG,"
New York.
Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba.**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
San Miguel 100, Cable: "Donalies." *Habana, Cuba.*

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont'Ros y Cª *Mercaderes 35 Havana*
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 380.*

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, CUBA. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS
Almacenista de Tabaco en Rama
NEPTUNO NUM. 174
Cable: ONILEVA. *Habana*

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

Smooth as Well as Rigid; Rigid as Well as Smooth

Such is the table-surface of
Liberman's Latest
Ball-Bearing
Roller Suction Machine

No other machine on the market does such clean cutting, and no other is as practical in any other way.

Nothing to prevent the full swing of the arm in palm-rolling.

Absolutely no streaking of the leaf in cutting.

Send for new blue-print booklet.

The Liberman Manufacturing Company,
Manufacturers of Cigar Making Machinery,
223--5--7 South Fifth Street, PHILADELPHIA, PA.

engaged in looking after his two farms, "Hevia" and "Iberia," where he expects to make the first cutting of tobacco early in December.

Garcia Vega and Carcaba are actively continuing to strip tobacco. They received 75 bales from the Vuelta Abajo, a very fine "tierre llana" vega.

H. Upmann & Co. purchased 200 bales of tobacco for their friends, and they shipped 550,000 cigars this past week.

Starr Brothers, of New York, acquired through Nathan Starr and S. Jaffe 400 bales of the best Vuelta Abajo tobacco.

Bridat, Montr'rose & Co. have been exceedingly busy this past week, as they have fully purchased 1500 bales of tobacco for their customers.

The Loeb Nunez Havana Co. have had a very busy week, as their office has been crowded with customers all the time, and while they report only 100 bales of old Remedios as sold and shipped, there is no doubt that in the next report a considerably larger quantity will have to be put down to their credit.

Walter Himml sold 100 bales of Vuelta Abajo, which he had on consignment.

A. M. Calzada & Co. disposed of 100 bales of Remedios.

Rabell, Costa & Co. turned over 150 bales of their choice Vuelta Abajo holdings to a local factory.

Jose Menendez was a seller to the extent of 100 bales of Remedios and some Partido wrappers to city factories.

Jorge & P. Castaneda sold 150 bales of Vuelta Abajo and Partido to northern buyers.

John Kolb, of the Theobald & Oppenheimer Co., has been actively scouring the market for factory vegas, and it is said that he has secured at least 1000 bales of Vuelta Abajo and Partido already.

C. C. Rosenberg has made good use of his time in looking after the interest of his "El Provedo" factory, and must have secured at least 500 bales already.

Receipts of Tobacco from the Country,

	Week Ending Nov. 14. Bales	Since Jan. 1. Bales
Vuelta Abajo	1,442	158,794
Semi Vuelta	413	9,212
Partido	389	45,456
Matanzas	—	137
S. Clara & Remedios	6,751	91,769
Santiago de Cuba	666	6,181
Total	9661	311,549

Senate to Vote December 16.

Consideration of the Cuban Reciprocity Treaty Postponed to December 7.

Washington, D. C., Nov. 22, 1903.

The Cuban reciprocity bill has occupied the attention of the House of Representatives this week having been reported to that body from the Committee on Ways and Means on Monday with a rule to prevent the offering of any amendments. The vote on the measure was taken Thursday afternoon, the members of the House standing 335 to 21 for the measure.

The twenty-one members casting their votes against the bill represent the cane-sugar and beet-sugar districts.

The bill as passed by the House was laid before the Senate on Friday and

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars
Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 150,000 per Day. Prompt Shipments Guaranteed.

KAUFFMAN BROS.
Manufacturers of
High-Grade Nickel Cigars
LANCASTER, PA.
CROOKED TRAVELER—
A Cigar of Special Value
PRINCE VICTOR—A Five-Cent Leader
Correspondence with the Wholesale and Jobbing Trade Invited.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

CIGAR RIBBONS.
Largest Assortment of Plain and Fancy Ribbons.
Write for Sample Card and Price List to Department W
Manufacturers of
Bindings, Galloons, Taffetas, Satin and Gros Grain.
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

E. A. KRAUSSMAN
Importer of HAVANA TOBACCO
170 Water Street, NEW YORK

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St. NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

E. M. KELLER,
Manufacturer of High-Grade Havana and Domestic
CIGARS
Private Brands a Specialty. Correspondence solicited.
Leading Brands:
Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.
READING, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

after a spirited tilt between Senator Bailey, of the Senate Finance Committee, and Senator Cullom, of the Committee on Foreign Relations, as to which committee should get the bill for consideration, the Illinois Senator won out and the measure is now in the hands of the Senate Committee on Foreign Relations, whence it may be reported on Monday, although no agreement to that effect has been reached. It is generally conceded that there is no hope of reaching a vote on the measure before the regular session, and the attempt is being made to-day to reach an agreement by which the extra session may adjourn next week, fixing the time for voting on the Cuban measure for December 19. The discussion as to the proper committee to which the measure should be referred brought out the statement from several of the majority leaders that ratification of the Cuban reciprocity would not set any precedent for the consideration of other reciprocity treaties at the present session of Congress, but as Senator Platt, of New York, says, there are "ifs" and "ands" that may bring up more of these treaties.

Mr. Teller announced his intention to oppose the bill, but said he would not carry his opposition to the extent of seeking delay. "I know," he said, "that its passage is assured, because influences have been brought to bear here to see that it does pass without reference to its merits."

Continuing, Mr. Teller charged that the legislation is in the interest of great financial interests, and taking this fact into consideration in connection with the fact that the measure has the support of the Chief Executive he knew there was little hope of securing defeat of the bill. He based his opposition to the bill on the ground that its enactment into law would be a great injury to the beet-sugar interests.

Senator Fairbanks laid before the Senate on Thursday a petition from the Cigar-makers' Union, of Vincennes, Ind., which declares that 500,000 people will be indirectly affected if Congress permits certain provisions to remain in the bill. They asked the rejection of the proposition in the reciprocity bill for a 20 per cent. reduction on all goods, for the reason that it is believed to be unfair and plays into the hands of the Cigar Trust. The petition points out that the reduction on leaf tobacco for 1000 clear Havana cigars would be about $1.80, while the reduction on 1000 imported cigars would be about $12. It asserts that this will allow the Cigar Trust and other importers to place Cuban-made cigars on the market to sell at retail for about $60 a thousand, and that the general public would buy the imported product in preference to home-made cigars.

The Tobacco Trust is attacked as "a child-labor employing" organization, which would benefit by the legislation objected to. The Union estimates 100,000 cigarmakers will be injuriously affected by this one provision of the bill.

Apropos of this petition, Representative Richardson, of Tennessee, has introduced a bill to place all trust-made articles on the free list and to reduce the rate of duty on all articles manufactured in the United States and sold more cheaply abroad than in this country.

Representative J. Adam Bede, of Minnesota, has introduced a bill which he intends to urge at the regular session, providing that all cigarettes transported into any State or territory, or remaining therein, for use, consumption, sale or storage, shall, upon arrival in such State or territory, be subject to the operation and effect of the laws of such State or territory enacted in the exercise of its police powers to the same extent and in the same manner as though such cigarettes had been produced in such State or territory, and shall not be exempt therefrom by reason of being introduced therein in original packages or otherwise.

Another bill, for the relief of tobacco growers, introduced in the House on Thursday by Representative Gaines, of Tennessee, provides that it shall be lawful for any person to buy and sell tobacco unstemmed and in the leaf without license or the payment of any tax of any kind. Similar bills as noted have been introduced at the present session of Congress, but Mr. Gaines' measure goes further and provides that it shall be lawful for any tobacco planter to sell his own product, or to deliver to another person to be carried to market and sold for the benefit of the grower, any tobacco grown by such planter, in the hand or in the leaf, or stemmed, or stemmed and hand-twisted, or stemmed and hand-pressed, or hand-twisted, or hand-pressed, without license and without the payment of any tax of any kind. Such planter, however, must furnish to the person by whom he sends it to market or offers it for sale a written authorization for each particular transaction, specifying the number of pounds.

The monthly statement of the collections of internal revenue shows that the total receipts for October, 1903, were $21,021,584, an increase as compared with October, 1902, of $381,125. The receipts from tobacco were $3,979,081, showing a decrease of $13,147.

November 23.

The Senate this afternoon agreed to postpone the consideration of the Cuban treaty bill until December 7 and to vote on it December 16. Speaker Cannon and the House leaders are indignant, but they are powerless to force the Senate to earlier action. The American buyers can now operate with the certain knowledge that the treaty is to be given effect on December 16 and that after that date Cuban tobacco can be brought in at the reduced rate.

BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP.

Thousands upon thousands of dollars have been spent in New York in advertising Bull Durham tobacco and it would be hard to find a man in any one of the five boroughs who would not instantly say "W. K. Blackwell" if asked by whom this brand was made. It is true that that name has been displayed on buildings and signboards along the East and North river fronts and along railway lines, for many years, in connection with the well-known trade-mark; but whoever in recent years has thought of W. K. Blackwell as a rich manufacturer has been mistaken. When he died, a few days ago, he was a pauper.

For a good many years he peddled tobacco for a livelihood. Shortly after the war he and General Julian S. Carr and James R. Day organized the firm of W. T. Blackwell & Company, of Durham, N. C., which was destined to become the largest tobacco concern in the south, if not in the world.

This firm was successful from the first; and flaunted its great bull in all parts of the universe—even on the pyramids of Egypt, it was declared at one time. The fame of the Bull Durham tobacco became world-wide, and money flowed into the coffers of the three organizers. They spent millions in advertising; had men to go through the shops of London and other great cities and ask for the tobacco, and devised other schemes that made their wares in demand everywhere.

Some 15 years ago Col. Blackwell sold out his interest in the company to General Carr and several northern men. He received a large amount for his interest, being paid $220,000 merely for the use of the trade-mark, the celebrated bull.

In a day almost his fortunes were swept away. There was a financial crash in Durham; nine mercantile firms failed in 24 hours. When the day of reckoning came, it was found, to use a current expression, that "Blackwell was on everybody's paper." He had, from his viewpoint, endorsed for his friends. His generosity ruined him—ruined him openly and notoriously.

He pressed nobody, but the courts pressed him—took all that he had to satisfy creditors, excepting only the pitiful $1,500, which stood for nine negro cottages and one small roof where a white man might live unpretentiously.

That was over a dozen years ago. Blackwell, changed from millionaire to pauper, spoke no word of bitterness. "I remember," he said, "when people used to rush across the street to speak to me. Now nobody notices me." He laughed. Philosophy had come with his adversity. But he never pressed his friends; though he remembered that half of the real estate in Durham had been his and had been lost by the big-hearted use of his pen.

And he died a pauper. For a good many years before his death he had no business with anybody, and nobody had any business with him. He walked the streets unnoticed except when some resident pointed at the shambling figure and marked the man whose hundreds of thousands had been dissipated in a day. But Blackwell never pressed his friends. With the passing of time people forgot to identify him with the great bull that he had painted—almost forgot that his word had once been law in a community, but no one ever forgot that, no matter how wretched and impoverished he became, he never even tried to press his friends.

***

J. Edward Cowles, manager of Austin Nichols & Co.'s cigar department, has issued some cleverly planned circulars to boom the holiday trade on Sweet Violet cigars and other brands of which he is the principal representative, including the "J. Edward the First."

***

Manuel Lopez & Co. (a corporation), manufacturers of cigars at Nos. 9 and 11 Thames street, which was carried down by the failure of Sutter Bros. of Chicago, propose to pay in full through an extension of time. At a meeting of creditors held at the office of Mandelbaum Bros., at No. 90 Wall street, it was agreed to accept the offer to pay in full in eight semi-annual payments. The liabilities are $97,000, including accommodation paper, and assets $106,000. In addition to these assets the corporation has a claim against Sutter Bros. for $27,000.

***

Tobacconists are following the European custom of discouraging tobacco chewing by not keeping the article on sale. It is not a matter of morals, but of profits. Between Twenty-third and Forty-second streets on Broadway a dozen dealers have dropped plug and finecut from their stocks. "When you cut off a man's chewing you increase his smoking capacity," said one dealer the other day. "Besides, chewing is everywhere conceded to be a disgusting vice, while smoking is generally held to be legitimate. In Berlin and Paris no first class dealer has the stuff on the counters. Tobacco chewing is almost exclusively an American vice. While there is a marked decrease in the demand for the weed in this form I regret to say that the paper-covered cigarette is gaining ground. Of course there is money in it and there is no danger that it will fall under the ban placed on chewing tobacco. On the Eastside, that abode of the immense foreign population of New York, chewing tobacco finds little favor. It is only the half-civilized American who keeps the vice alive. On the other hand, the avowed tobacco chewer is a stranger to many deadly vices which are generally practiced by the foreigners who eschew the filthy weed. This is so in New York at least. A native born absinthe drinker is as rare as a white blackbird. In the many French, Italian and Hungarian tables de hote you rarely see a real American sipping a cordial of any kind. Tobacco chewing is a primitive, earthy vice, but in the long run it is less harmful, though more offensive, than the cordial habit.

"Chewing tobacco and snuff have practically disappeared from the hotel booths. Certain places, which attract the French and Germans, still keep snuff, but not plug or finecut. On the other hand, a few hotels usually catalogued as 'first class' have the chewing tobacco, but not the snuff. Signs advertising any kind of 'chewing' are no longer displayed. The big tobacco shop in the St. James building, across from the Victoria Hotel, does not handle plug tobacco or snuff, but the equally pretentious shop in the Flatiron building has a large assortment of both. You cannot buy a plug or a package of finecut at the Waldorf, the Manhattan, the Holland, the Savoy, the Plaza, the Netherlands, Fifth Avenue, Hoffman, Albemarle or Imperial."

CUBA IN THE UNION.

Plan for Admitting the Island to the Sisterhood of States.

Washington, D. C., Nov. 24.—Senator Newlands, who as a member of the House was the author of the resolution for the annexation of Hawaii, has introducted a joint resolution in the Senate inviting Cuba to become a state of the United States upon terms of equality with the States of the Union. It provides that Porto Rico shall become a county or province of Cuba; that all present officers of Cuba shall retain their positions until their terms expire; that the $35,000,000 bonds of Cuba shall become the bonds of the State of Cuba, with interest reduced to 3 per cent.; that the present rural guard of Cuba shall be incorporated into the army of the United States; and that the money in the Cuban treasury shall become the money of the State of Cuba.

Mr. Newlands presented with his resolution the following explanation:

"It will not do to wait for Cuba to take the initiative. She is suspicious of our motives, since Porto Rico and the Philippines were annexed without constitutional rights and privileges. She will fear that if she takes the initiative we will reduce her to a dependency. Our action regarding Porto Rico and the Philippines will constitute an unanswerable argument against her public men who may agitate annexation. We must in clear and unequivocal terms give Cuba to understand that we will welcome her as an equal, that we do not contemplate annexation, but sisterhood, and that she will be one of us, not subject to us."

While at present there is no intimation that this resolution will receive serious consideration at the regular session of Congress, there would be little surprise in any quarter, should the administration, seeing its opportunity, make a sudden coup in that direction.

Factory Ownership.

In the "Tobacco Trade Directory and Ready Reference," the 1903 edition of which was published last summer, an error was made concerning Factory No. 133. Instead of stating that that factory is owned by the S. L. Johns Cigar Co., the Directory should have stated that it is owned by the Centennial Cigar Co. The latter concern has been the owner since July 1 last, and the lists for the Directory were completed a short time previously.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Bremen.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
Almacenes de Salitrera, HAVANA, CUBA

HAVANA TOBACCO COMPANY
TRADE MARK
111 Fifth Avenue, NEW YORK

SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Yaclap	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguedad
La Flor de Naves	El Aguila de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murias
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estella	J. S. Murias y Ca.
	H. de Cabanas y Carbajal.	

ROTHSCHILD & BRO.
(ALWAYS ST.)
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK

S. A. SCHOENER. CABLE ADDRESS "TACHUELA"

H. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

LEOPOLD SCHMID FRANK LANGE
L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

Established 1840. Cable "Nayl."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

HAMBURGER, BROS. & CO.
Havana,
Porto Rico,
Sumatra,
Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

PHILADELPHIA

BUSINESS AMENITIES.

One of the pleasant experiences of a leaf dealer's life is illustrated in recent correspondence, letters exchanged in which are printed below:

"Yours of the 11th, also samples, to hand. In reply—it is the most musty lot of tobacco we ever saw. It fairly stinks. We have very little trade for such goods; and then they want such goods almost for nothing. We can use the forty-six cases at 4 cents, actual weight, less four per cent. discount in ten days, delivered to our station. If your party can accept this, you may ship the goods. Otherwise, send us 85 cents we advanced to pay express charges; then will return samples."

"Your highly interesting favor of November 19, concerning the sixteen cent Connecticut seconds and wrapper sample expressed to you on the 10th instant, is received. Your ox-hearted offer causes me great alarm for your future safety; for if you persist in such unbounded generosity nothing can save you from financial wreck and ruin. Enclosed please find a $1 United States silver certificate to reimburse you on express charges. Kindly return samples at your earliest convenience. Thanking you for your answer and promptness I remain," etc.

NO LEGAL PROCEEDINGS.

Peter F. Dailey has brought no suit against T. J. Dunn & Co. because of use of his name and portrait on the Pete Dailey cigars. He has, through his attorney, notified that concern to cease such use, but no legal proceedings of any kind have been brought. Neither Secretary B. F. Corell nor any of the other people of T. J. Dunn & Co. have the slightest apprehension concerning the outcome of such proceedings, if any are begun. In fact, they have urged that the question of their rights in the matter be tested in the courts with the least possible delay. They have written permission from Mr. Dailey to use both name and picture, and they have additional evidence if that should prove insufficient. Mr. Corell says that envy and jealousy on the part of a rival concern has led to the attempt to deprive T. J. Dunn & Co. of one of their most valuable possessions. Even if it were possible to take away the right under the statute passed by the New York Legislature last winter, T. J. Dunn & Co. would still be privileged to use the name and picture in all other States.

WEDDING ANNIVERSARY.

Mr. and Mrs. Louis Bythiner celebrated the twenty-fifth anniversary of their wedding Thursday evening, November 19, at Mosbach's, 1641 North Broad street. A party of sixty-five were seated at the banquet board from eight o'clock until midnight and an elaborate dinner was served. An orchestra played during the courses, and after the coffee many speeches of congratulation were made. Dr. Joseph Krauskopf was toastmaster and Mr. John N. Kolb favored with songs. The guests included eight from New York, among whom were Mr. and Mrs. Julius Marqusee. Other guests were: Mr. K. Straus, Mr. George E. Spotz, Mr. and Mrs. Adolf Loeb, Mr. and Mrs. Leopold Loeb, Mr. and Mrs. Milton Herold, Mr. and Mrs. Harry Hirschberg, Mr. and Mrs. John N. Kolb, Mr. and Mrs. James H. Lalloo, and Mr. and Mrs. J. Prince.

FINED FOR SUNDAY SELLING.

Wm. Adler, Sixth and Poplar
A. Baumgartner, 272 N. Fourth
Louis Bleiman, 304 N. Second
Mary Beill, 167 Poplar
Abraham Bryen, 243 N. Second
J. W. Cliver, 608 N. Second
Charles Cullman, 525 Poplar
Walter J. Cothrall, 827 Spring Garden
John S. Derr, Seventh and Green
Henry Deichmann, 1140 Fairmount ave
J. Friedman, 263 N. Second
B. Gottleib, 437 N. Second
J. E. Goodman, 500 Poplar
B. Greenberg, Fifth and Vine
Howard Getman, 730 N. Eighth
M. Knox, Ninth and Fairmount ave
Marcus Kleinberg, 219 N. Second
John Lowrey, 206 S. Second
H. Morris, 709 Poplar
J. H. Plant, Franklin and Green
J. J. Schuerer, 800 Spring Garden
H. M. Katz, 121 N. Second
J. Sobelson, 131 N. Fourth
S. Scharf, Eighth and Green
Christian Schurr, 1102 Fairmount ave
Joseph Steinberg, 523 N. Second
R. Zinman, 320 N. Second
J. Sewehas, Orianna and Poplar
Mrs. Dougherty, Seventh and Fairmount

MOSTLY PERSONAL.

M. Schienfeld is preparing to open a new store on Market street between Second and Third streets.

T. J. Dunn & Co. have installed one of the Liberman Manufacturing Co.'s branding machines in their factory in the Potts building on Cherry street, and, as a matter of course, the results are very satisfactory.

G. W. Worthington, of the Lafayette Cigar Co., will move to the northeast corner of Fifteenth and Chestnut streets about January 1.

The rumor that the store of the United Cigar Stores Co. on Eighth street is to be closed January 1 is denied when inquiry is made there.

Z. J. Norris, representing I. Lewis & Co., of Newark, reports a sale of over a million Calumets in Philadelphia and vicinity the past month.

The Loeb-Swartz Tobacco Co. disposed of between forty and fifty bales of Sumatra Monday, and also filled good-sized orders for Havana.

Howard Friend, of Friend & Co., New York, dealers in Connecticut seed leaf, called on broker M. Rosenstein and other Philadelphia friends Monday.

An elaborate window display of the Constitution cigar, manufactured by the Allen & Marshall Co., is to be seen at the store of C. J. Wogan, No. 37 South Tenth street.

Jacob Labe, of B. Labe & Sons, is on a western trip to occupy three or four weeks and extend as far as Chicago. Sidney Labe will also eat his Thanksgiving turkey away from home, as he is devoting this week to a Pennsylvania trip.

Tuesday afternoon of this week the contents of the cigar store of E. J. Suehnel, Jr., at Ninth and Race streets were disposed of by auction at a constable's sale. The store was established several years ago by E. J. Suehnel, Sr., and was for a long time a money making establishment.

Although when a change in the El Basco Cigar Co. was decided on, a few weeks ago, the intention was that the change should not be made before January 1, Lou Baccarach has already withdrawn from the concern and the business style is now "The El Basco Cigar Co., H. K. Strauss & Co."

A. S. Valentine & Son are working up to the full capacity in their factory, and, to use the words of George Valentine, "it's nip and tuck with us to supply the demand for our Spanish goods, such as the Tirador, Valorita, Paul Jones and General Greene, of which regular shipments are being made West."

Hipple Brothers are in receipt of a large lot of Wisconsin binders, of the finest quality. This firm's recent change of location, to 231 Arch street, has greatly increased its facilities.

Raffaelo Taffelo, a groceryman at 833 Christian street, and Frank Carli, a clerk, living at 736 Manton street, are held in $300 bail each for having 3,000 unstamped cigars in their possession. Carli is in the employ of S. Cohen, cigar jobber at 770 South Eighth street. Cohen has been acquitted of all suspicion of complicity. The cigars were brought from New York.

An increase of their factory force from about one hundred to fully two hundred will attend the removal of Bayuk Brothers from 403 Market street to 519 Market street. For many months the firm's output has been, owing to lack of room, much less than it otherwise would be; but in the new building the five floors will give ample accommodations. A retail store will be a new feature. The firm is to move December 1.

Fully a hundred guests were present last Thursday evening at the wedding of Carl Russ, who is a structural engineer, and Miss Amelia Hoch, daughter of Gustav Hoch the North Eighth street jobber. The ceremony occurred at the Hoch residence, 459 Marshall street, and was performed by Rev. Mr. Niedecker, pastor of the Zion Lutheran Church. The groom's brother was his best man and Miss Ida Hoch attended her sister. The young couple are now at Niagara Falls. They received many beautiful gifts.

William Weiand, a retired cigar manufacturer, died at his home, 221 Dupont street, Manayunk. Born in Germany, March 29. 1825, he came to this country in 1853, locating in Manayunk. After following his trade as a weaver, he went into the cigar business, from which he retired some years ago. He was twice married, and is survived by a widow, six of his nine children, fourteen grandchildren and three great-grandchildren.

John Fleet, in his cigarette factory at 1139 South Fourth street, Camden, was thrown twenty feet, but landed on a pile of tobacco. Except being shocked, he was uninjured. He was looking for a gas leak with a light in his hand.

The cigar store of Thomas Akers, 709 Montgomery avenue, was robbed of $20

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

AMERICAN EMPIRE

10 CENT

Jno. F. Shatz & Co.
MANUFACTURERS OF HAND MADE
Havana Cigars
FACTORY No. 12
1ST DISTRICT, PA.
READING, PA.

EL VOLCANO

5 CENT

in cash and a quantity of cigars on Monday night.

Howard Stoddard Roberts, tobacco jobber at 601 South Fifth street, Camden, will be married Thanksgiving eve, at the residence of Mr. and Mrs. Samuel Patterson, 307 Washington street, his bride being Miss Clara Haywood Patterson.

Second Annual Meeting.

The second annual meeting of the Independent Tobacco Manufacturers' Association of the United States will be held at the New Willard Hotel, in the city of Washington, D. C., on December 10th and 11th.

Retailers' Association.

A meeting of the local association of retail cigar dealers was called for November 24, but no meeting was held, twenty-five being necessary to constitute a quorum and only eleven members being present. The annual meeting is to be held January 7. President Tuck's resignation has been in the hands of the secretary for several days.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

JOB LOTS OF CIGARS WANTED for sale by a prominent brokerage firm. Any quantity. Prices must be low and goods salable. Address Box 22, Care of The Tobacco World, Philada. 10 21-11t.

PHILADELPHIA LEAF MARKET

Conditions of the previous week have prevailed during the past week. No large sales are reported, but business has been steady and generally satisfactory.

EXPORTS.

St. Johns, N. F.—Leaf tobacco, 17 pkgs.

Liverpool.—Tobacco, 61 hogsheads; tobacco stems, 6 hogsheads; plug tobacco, 30 cases.

London.—Leaf tobacco, 10 tierces; tobacco strips, 20 tierces.

PATENTS RELATING to TOBACCO, Etc

744,074 Match box; Christian Hiering, Newark, N. J.

744,561 Match box; Melvie V. Kerley, Roanoke, Tex.

744,357 Match box; Ferdinand King, New York City.

744,627 Match box; Philip Schick, Dubois, Neb.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

ENTIRE STOCK for SALE
AT COST

Owing to a discontinuance of the Jobbing Business, I offer

My Entire Stock at Actual Cost,

including some fine lots of

Havana, Florida [Wrapper], Wisconsin [Binder] Onondaga, Little Dutch, Pennsylvania and Connecticut

TOBACCOS

Come Early, and Get Your Pick.

B. LIBERMAN,

242 North Third Street, PHILADELPHIA.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in *LEAF TOBACCO*
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in Leaf Tobacco
Lancaster, Pa.

J. W. BRENNEMANN,
Packer of and Dealer in
Leaf Tobacco
MAIN OFFICE,
Millersville, Pa.

United 'Phones: { No. 931 A, Millersville. / No. 1803, Lancaster.
Lancaster Office, 110-112 W. WALNUT STREET

PENNSYLVANIA TOBACCO WORKS
128 North Tenth Street,
READING, PA.
Manufacturers of A Fine Line of
Chewing and Smoking Tobaccos
For Wholesale and Jobbing.

Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

Menno M. Fry & Co.
Packers of and Dealers in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five – Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON,
Factory Representative for Penna.
1133 Ridge Avenue, Phila.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

A sure cure for Dry Cigars and Tobacco.

A cure for foul, slimy, Sponge, Cotton and Felt.
The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.
Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock.
No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities.
No. 2 for tobacco pails. No. 4, Pans 14x11x2 to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 14x7x1 for each wall case shelf; 8x18x40 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.
O. R. RICE & CO., 103 East 14th Street, NEW YORK.

WHO OWNS THE TOBACCO?

Goods in East Hartford Warehouse Stored in Name of Sutter Bros., Inc.

William C. Niblack and Eugene C. Pearson, who were appointed receivers of the property of Sutter Brothers, have engaged Frank B. Williams to look after their interests in this section, says the Hartford (Conn.) Courant, and Mr. Williams has taken possession of the warehouse on Burnside avenue, East Hartford, in their name. The Courant adds:

"There is a large quantity of tobacco in the warehouse and it is understood that about all of it is pledged on warehouse receipts or certificates. When the news was printed that Sutter Brothers had failed, the Hartford National Bank and the Pheonix National Bank of this city became interested. They had advanced money to Sutter Brothers on tobacco which was supposed to be in the warehouse. They went to the warehouse to see if the tobacco was there. They found it, and there was no occasion for alarm.

"Some tobacco growers and others in this section have much interest in some of the tobacco in the warehouse and effort will be made to resist any attempt on the part of the receivers to remove it. The warehouse in East Hartford was what is known to the statutes of this state as a public warehouse. Any person maintaining a public warehouse may receive on storage any goods, wares, merchandise or provisions, or other commodity, and shall issue to a person from whom he receives such goods, warehouse receipts therefor; and he may issue warehouse receipts for any of his own property which is deposited in the warehouse. Under the law these warehouse receipts are made negotiable unless it is expressly written on them that they are "not negotiable." Any person holding one of these warehouse receipts is deemed to be the owner of the property for which the receipt was issued, and no property can be delivered except upon the cancellation or surrender of the original receipt.

"It was said yesterday that it was on this plan of doing business that the big credit of Sutter Brothers rested. It was said that they issued these warehouse receipts to themselves and would take the receipts to banks and put them up as collateral. It is said that farmers, too, resorted to this plan. If a man had a crop of tobacco that he wanted to hold for a better price he could take it to the warehouse, obtain a warehouse receipt and then borrow money on his receipt. A reporter was told yesterday that some of the tobacco in Sutter Brothers's warehouse in East Hartford was put there in this way and the owners would take steps to prevent the receivers from taking it.

"The question that will be raised in the issue between the tobacco owners and the receivers will be whether these certificates from Sutter Brothers are to be regarded as receipts for goods delivered to the firm or as certificates of ownership. It is understood that in some cases the tobacco has been sold to the firm and in others it was merely put in the warehouse for safe keeping."

Reading's Steady Trade.

Houses Established Many Years Ago Continue to Prosper.

Reading, Pa., Nov. 23, 1903.

The manufacturers of this section all report a comfortably good business, many of them being somewhat rushed with orders for immediate delivery.

John C. Dernell reports an improvement in his trade during the past few weeks.

Frank Ream, who also operates a union factory, has been fairly well filled with orders for some time past.

M. Steppacher, who is operating the largest union factory in Reading, is enjoying a steady trade with the old-established houses whom he has been supplying for many years.

Stewart, Newburger & Co. are evidently among the busier factories here, and are advertising for twenty strippers.

Several leaf salesmen visited Reading early this week, but most of them expect to leave for their homes on Wednesday, to spend Thanksgiving. Among them were: M. A. Levine, with M. F. Schneider, of New York; M. Bauml, with I. J. Schoener & Co., New York, and Mr. Bimberg, of Elmira, N. Y.

Fatal Accident at York.

A Well-Known Tobacco Man Loses Life, a Boat Upsetting.

York, Pa., Nov. 23, 1903.

Dealers in leaf tobacco are complaining of indolent trade, and making wry faces at the daily sales figures. This is probably due to the reluctance of manufacturers to overstock and their disposition to purchase only such stock as will be required during the remainder of the year.

A new leaf warehouse has been opened here on the so-called Tobacco avenue, by Kohlberg Bros. & Ruthenberg, of New York. The house will be in charge of Jacob Kline, who formerly canvassed this section as salesman for T. R. Moverey & Co., of Lancaster, Pa.

The union factories in this vicinity are

experiencing a season of dull trade following in the path of rush orders lately filled.

John H. Baker, the manager of the Herman Warner Cigar Co's factory here, has tendered his resignation to the firm, to take effect December 1. Mr. Baker came to York in 1899 and started the factory for the firm, whose headquarters are in Chicago. To say that the York branch was successful would be speaking mildly of Mr. Baker's efforts while conducting the factory. He concluded to relinquish the management of the factory owing to the increase in his own personal cigar trade, which has grown to such an extent lately as to require all his attention. Mr. Baker will be located on North street as a cigar manufacturer and jobber.

While endeavoring to pilot his boat across the river at York Haven to Duffy's Island Geo. Blessing lost control of the boat in the high water running and drowned a few days ago. Mr. Blessing was employed as a tobacco buyer by local packers for a number of years, and was well known throughout the county. At one time he conducted the packing process for Crull Bros., now retired. At the time of the accident he was looking after the interests of I. Hostetter, who has harvested a crop of shade-grown tobacco on the island.

The city hotels entertained more than the usual number of tobacco men this week. Some of whom were: J. R. Miller, leaf dealer, of Baltimore, Md.; E. Alexander, of Jos. Gans & Co, New York; Mr. Shearer, with Goff & Maher, Elmira, N. Y.; J. Bimberg, of Elmira, N. Y.; Chas. Lederman, with S. Auerbach & Co., of New York; Henry Sievers, with Sneeringer & Co, of Baltimore, Md., and Joseph Steindler, of Steindler Bros., New York.

Luck in Lancaster.

Narrow Escape From Loss Through the Sutter Failure.

Lancaster, Pa., Nov. 23, 1903.

The local leaf market has been quiet during the past week. The excitement of last week having practically subsided, a normal temperature is once more prevalent. One of our local banking institutions emerged successfully from the Sutter's failure. They had loaned them $12,500 on five notes of $2,500 each, the last one of which was paid a few days before the failure.

A local packer here, who had sold quite a large number of cases to a leaf house which was also forced into bankruptcy, had not received his settlement as agreed upon. He therefore declined to deliver the goods, and is now advised by the best legal minds of the city that he is immune from any legal proceedings to claim the goods and make him a creditor of the bankrupt firm.

There seems to be little activity in purchasing the new crop. The few buyers who have been in the field have bought but moderately. Eight and two cents seems to be the prevailing price so far.

John A. Kaufman, the West Chestnut street cigar manufacturer, was on a brief business trip to Philadelphia last week.

Jacob Mayer, packer, on Prince street, recently sold some 1900 and 1902 goods.

A. G. Miller, of New Holland, sold a packing of 285 cases.

Elam Zercher, of York, was looking over the market in this county last week.

A. W. Zug's new factory on North Cherry street is now in fine running order, and a very satisfactory trade is reported.

Trade-Mark Register.

PRIDE OF CAMDEN. 14,265
For cigars. Registered November 17, 1903, at 9 a m, by Jos. Duett, Camden, N. J.

ED. L. HIGGIN'S PERFECTO. 14,266
For cigars. Registered November 17, 1903, at 9 a m, by F. B. Trader, Lewiston, Idaho.

BARTLEY COSTELLO. 14,267
For cigars. Registered November 17, 1903, at 9 a m, by F. B. Trader, Lewiston, Idaho.

KARL MARX. 14,268
For cigars, cigarettes, cheroots and stogies. Registered November 19, 1903, at 9 a m, by C. Oldenick, Bellevue, Ky.

GREENSBORO LEADER. 14,269
For cigars. Registered November 20, 1903, at 9 a m, by J. E. Andrew, Greensboro, Md.

FIVE OF A KIND. 14,270
For cigars and cheroots. Registered November 21, 1903, at 9 a m, by the Wasserman Cigar Co., Altoona, Pa.

HUB BEAUTIES. 14,271
For cigars and cheroots. Registered November 21, 1903, at 9 a m, by the Wasserman Cigar Co., Altoona, Pa.

REJECTIONS.

The Record, Wabash, Red Head, Pike Run, Country Club, Ultra, State Seal, The Little Havanas, Marvello.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Pittsburg Growler, Souzerain, Prize Seal, Sello Rio, Sello de Planta, Andrew H. Green, The Austin Standard, Dick Wells, The Marken, Nuvana, Nurica, Idle Hour, La Stilita, Judith Rose, King Bel, La Dorilla, Stanley Dillon, Duran & Kasper & Co's 1851, Fortunata, Crab Mixture, Cinshona, Dane County, Port Havana, Railway Exchange, Turkish Lights, The Panama Republic, Court House Special, La Crema Club, Electrogar, Cigarburn, M. F. D. No. 15, Rosa Admirada, Belle a la Mode, Lady Dudley, El Sello de Santi go, Valler Cur, Meamego, El Facilo, Case Villa, Cuban Magic, Cuban Royal, Ivoia, Magic Star.

How about your Stock of Revenue Books ?
WE can furnish the latest Revised
Cigar Manufacturers, Leaf Dealers, and Tobacco Mfrs.' Books.
They are made of good paper, have the best binding and will therefore give best results to the user.
We furnish these books with your advertisement on front cover in large and attractive design and at a price that will get your order.
Do you know that a REVENUE BOOK is the best advertisement for a CIGAR BOX MANUFACTURER or LEAF DEALER?
A GOOD CHRISTMAS PRESENT.
Better and Cheaper than a Calendar
Your customers will use it every day, the gift is appreciated and he must have it. It reminds him of your firm every day.
That's the idea of advertising.
Let us quote you prices and furnish you samples.
WHY do we sell more Revenue Books to the tobacco trade than all other makers combined?
The Sternberg Mfg. Co.
Davenport, Iowa, U. S. A.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. JOHN E. OLP, Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—Established 1866—
JOHN SLATER & CO.
Makers of Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending November 21, 1903.

London.—J. W. Surbrug, 7 cases tobacconists' goods; R. F. Downing & Co., 1 do.

Rotterdam.—A. E. Outerbridge & Co., 2 cases cigars.

Antwerp.—R. F. Downing & Co., 7 cases cigarette paper.

Liverpool.—American Tobacco Co., 4 cases tobacco; Manhattan Briar Pipe Co., 2 cases smokers' articles.

Havana.—A. E. Outerbridge & Co., 1 case cigars; James E. Ward & Co., 4 cases cigars.

SUMATRA TOBACCO.

Str. Statendam, arrived Nov. 17:
(365 bales; 8 cases.)

United Cigar Mfrs.	111 bales
H. Duys & Co.	57 "
Company's General Agent	43 "
L. Friedman & Co.	32 "
Pennsylvania R. R. Co.	30 "
L. Schmid & Co.	27 "
Blumlein & Co.	16 "
E. Spingarn & Co.	15 "
Order	13 "
F. & E. Cranz	11 "
G. Falk & Co.	10 "
Order	7 cases
A. Blumlein & Co.	1 case

HAVANA TOBACCO.

Str. Mexico, arrived Nov. 17:
(4,571 bales; 29 bbls.; 14 pkges.)

James E. Ward & Co.	2,879 bales
J. Bernheim & Son	453 "
Hinsdale Smith & Co.	254 "
Ed. Arndt & Son	144 "
Guedalia & Co.	124 "
I. Bijur & Sons	105 "
E. P. Cordero	90 "
Starr Bros. & Co.	86 "
Weil & Co.	70 bales
American Cigar Co.	68 "
Sartorius & Co.	58 "
Order	45 "
M. Manzebo, Merreno & Co.	34 "
Carl Vogt & Sons	33 "
Leonard Friedman & Co.	29 "
E. Regensburg & Sons	26 "
Herz Brothers	25 "
Lopez & Co.	14 "
Greenhall Brothers	12 "
A. Blumlein & Co.	10 "
Jose Sosa	10 "
Edward Hoffman & Son	2 "
F. E. Fonseca	10 bbls.
E. P. Cordero	10 "
Carl Vogt & Sons	5 "
James E. Ward & Co.	3 "
A. Murphy & Co.	1 "
S. L. Goldberg & Sons	14 pkges

Str. Havana, arrived Nov. 20:
(435 bales; 31 boxes; 11 pkges.)

James E. Ward & Co.	183 bales
A. Murphy & Co.	90 "
O. C. Kanzow	87 "
Leonard Friedman & Co.	50 "
E. Hoffman & Son	20 "
J. Menendez	5 "
Hinsdale Smith & Co.	31 boxes
J. Bernheim & Son	11 pkges

HAVANA CIGARS.

Str. Mexico, arrived Nov. 17:
(782 cases)

James E. Ward & Co.	482 cases
Havana Tobacco Co.	216 "
Calixto Lopez & Co.	17 "
Canadian Pacific R. R. Co.	10 "
Park & Tilford	7 "
F. Garcia & Brother	7 "
Acker, Merrall & Condit	6 "
L. J. Spence	6 "
G. S. Nicholas	5 "
W. H. Stiner & Son	5 "
G. W. Sheldon & Co.	4 "
M. D. T. Co.	2 "
Alexander & Co.	2 "
W. R. Grace & Co.	2 "
Michaelis & Lindeman	2 "
F. E. Fonseca	2 "
Macy & Jenkins	2 cases
A. Bennett & Co.	1 case
F. W. Simonds & Son	1 "
A. E. Outerbridge & Co.	1 "
C. H. Wyman & Co.	1 "
Pennsylvania R. R. Co.	1 "

MEXICAN CIGARS.

Str. Zulia, arrived Nov. 17:
(1,610 cases, 20 bbls.)

Melchior, Armstrong & Dessau	761 cases
James G. Powers & Co.	348 cases
A. S. Lascelles & Co.	150 "
W. E. Phillips & Sons	150 "
William Gamble & Co.	78 "
Order	64 "
T. F. Pearsall	42 "
Co. Ind. de Porto Rico	8 "
W. E. Phillips & Sons	15 bbls.
T. F. Pearsall	4 "
James G. Powers & Co.	1 bbl.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

RALPH STAUFFER,
Manufacturer of
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
Correspondence Solicited. AKRON, PA.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

HIGH-GRADE CIGARS
Manufactured by
A. W. Zug,
227 North Cherry Street,
Lancaster, Pa.
We Employ No Salesmen.
All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories: YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: York Nick, Boston Beauties, Oak Mountain, Porto Rico Wave
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"Stage Favorite," a 5-cent Leader, known for Superiority of Quality

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE
Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

W. H. RAAB & SONS,
Manufacturers of
High Grade Cigars.
La Cubana Cigar Factory No. 463
Capacity 75,000 per day
Established 1871
Dallastown, Pa.

La Union Cigar Co.
HANOVER, PA.
Manufacturers of
High Grade Union Made Cigars
Our Special Brands: ALEX. WILSON, PROFESSOR MICHIE, UNION CHIMES, MINERS' VICTORY, LA UNION CROOKS

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced Cigars
Red Lion, Pa.
Remember—the MELODIOSO is Our Leader.

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We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
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Packers and Dealers in Leaf Tobacco
105 S. George St., YORK, PA.

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HOSTETTER & ABLE,
Wholesalers and Retailers of Leaf Tobacco
SHADE GROWN SUMATRA in Bales
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.
Packers of Leaf Tobacco
James and Prince Streets,
LANCASTER, PA.

STAUFFER BROS. MFG. CO.
New Holland, Pa.
No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. ☞ Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.
All Grades, All Prices, All Shapes, All Sizes

THOS. R. DECKER
YORK, PENNA.

MANUFACTURER OF
Sweet Damsel,
D. & S.
High Grade Medium Priced
Cigars
For the Wholesale and Jobbing Trade.
Correspondence invited.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

The truth is that there is no Connecticut tobacco in the market, and only such few lots as may be bought here and there to go and come on. There is some Wisconsin and Pennsylvania left yet, but that is being held in check by the two great failures of Sutter Brothers. To be sure, their stock of tobacco on hand more than offsets their liabilities by a good many thousands of dollars. But their notes to the banks had matured and they were snowed under. Two other large firms were drawn under with them. So it goes upon history that the failure of three firms of tobacco buyers and packers can close the market so effectually as has been done in the past two weeks. It is high time that the growers called a halt, and unless they can get what they ask for their crop just say: "We think we would better hold and assort our own crop." Do not ask too much, but ask enough to pay all the expense of raising and leave a good margin of profit, the profit going to ease up the strain of mind and body in producing so good and fine a crop of tobacco as to have it commented upon from Bellows Falls to East Hartford, and soon to New York—yes, throughout the entire length and breadth of the country. Don't be so foolish as to think that without proper inspection you have the best crop in the town. You have raised tobacco long enough to know good from poor or medium tobacco. Judge well of its merits; then, if you can get your price, sell.

Our correspondents write:

Suffield, Ct.: "There is very little tobacco news; nothing worthy of publication. Farmers are anxiously waiting for a damp spell, so that they can get it taken down."

Wethersfield, Ct.: "The farmers are waiting for a damp spell to come, so as to be able to take down their tobacco. Very little stripped as yet. No sales to report."

Hinsdale, N. H.: "No sales to report; but a small quantity taken from the poles. All are waiting for a damp spell. The crop is cured a light, fine color and very sound. There are several lots of old goods in town. G. M. Wright, O. S. Higgins and L. F. Liscom have some 60 cases each of 1902 crop."

North Hatfield, Mass.: Charles L. Warner sold to A. Lichestome, of New York, 42 cases of light wrappers at 30c, 1902 goods. Some tobacco has been taken down the past week, being dampened by steam. A. C. Boyden, of South Deerfield, sold to A. Lichestome 54 cases 1902 tobacco at private terms."

Sunderland, Mass.: "Michael and Thomas Walch have opened a tobacco assorting shop, keeping nine hands."

Montague, Mass.: "There has been but little tobacco taken from the poles yet. Some of the sorting shops are ready to handle the crop as soon as there is damp weather to soften it so that it can be stripped. The crop is nice and fine in quality. My 1902 crop is not sold yet—a 3½ ton lot."—Amer. Cultivator.

BALDWINSVILLE, N. Y.

There is no activity in the local market although the buyers are watching the curing of the new crop. It is believed that the new crop is the best for several years and will bring a better price than has prevailed for the past two seasons at least. A few small shipments have been made from the local warehouses.—Gazette.

EDGERTON, WIS.

Nothing is heard about the buying of the new crop any more, and dealers profess an indifference that does not speak well for an early movement. What trading the market produces is confined to old leaf, and some fair sized transactions have occurred during the week. The largest deal is the sale of 1,600cs of '02 packing of Fred. Eckhart at Viroqua, to the firm of E. Rosenwald & Bro. of New York. Next comes a sale of 400cs of '01 to the Tuckett Cigar Co. of Hamilton, Can., by Geo. Decker. L. Weil purchased 337cs of '01 packing of C. J. Hesgard & Co., of Orford. S. B. Heddles reports the sales of 180cs of '02 to a Cincinnati firm. A number of smaller trades help to bring up the week's business much above the average. Packers are not experiencing much difficulty in obtaining very fair prices for the sound portions of their holdings of '02, much better than the profit '01 goods yield. E. A. Kerbs and W. S. Brill, of the United Cigar Manufacturers, arrived from New York Thursday and some further movement in old goods may be expected.

Growers have their work so well along that the first casing weather will see quite a large portion of the new crop removed from the poles for stripping.

No new developments have been made public in the Sutter Bros. failure during the week. Packers who have leaf in some of the company's warehouses have experienced some difficulty in getting possession of their goods. Barnard & Wilder had to apply to the U. S. Court for permission to remove their tobacco from the Madison warehouse, and O. K. Roe made similar proceedings to get his goods from the warehouse at Soldiers Grove.

Shipments, 1,414 cases.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

The market is very quiet with more inquiry. Fall sampling is liberal, showing good condition and quality better than new crop shows. Holders are firm at low prices. Sales 30 hhds.

QUOTATIONS

Lugs—Common to Good, 4 to 5c.

Leaf—Short: Common, 5 to 5½c; Medium, 5½ to 6c; Good, 6 to 6½c.

Leaf—22 to 26 in.: Common, 6 to 6½c; Med., 6½ to 7c; Good, 7 to 8c.

New Crop.—Nothing done as yet. Crop first cutting, quite leafy, lacking body; late cutting, common to medium body. Light and red colors predominate. Planters are discouraged at the condition, and many declare they will plant no more until prices are better.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

We had no receipts this week, nor public sales; the private sales were 96 hhds. of the lower grades of Leaf, without material change in prices. There is nothing doing in the loose tobacco market.

The tobacco planters in every district in the West are in a state of unrest and anger at being at the mercy of monopolies, and unable to dispose of their crops at near the cost of making them, and are searching for avenues of escape from the oppression. The Burley growers have formed an association which aims to raise a capital of $10,000,000, to control their crops and get fair living prices from the American Tobacco Co.

The planters in the Dark districts—where the Strips are made—seeing the foreign Imperial Tobacco Co. in control, and their former friends, the independent stemmers, driven out of the market, and the low opening prices for the new crop, are in a rage, and hundreds of them swear that they will not burn a plant bed next spring, but will abandon tobacco planting and turn their attention to other crops and raising stock.

Here our stemmers and most of the dealers are forced to quit business, and leave the field to the Italian buyer and the American Tobacco Co., and the planters groan over the feeble competition for their tobacco crops.

There is a remedy for this evil destruction of a former prosperity.

QUOTATIONS:

Low Lugs	$3.50	to	$4.00
Common Lugs	4.00	to	4.50
Medium Lugs	4.50	to	5.00
Good Lugs	5.25	to	5.75
Low Leaf	4.75	to	5.25
Common Leaf	5.50	to	6.25
Medium Leaf	6.50	to	7.50
Good Leaf	7.50	to	8.50

Phones: { Keystone, 65-64A Main Bell, 62-39A
M. Kaufman & Co.
Manufacturers of Union Made
Turkish Cigarettes
504 S. Fifth St., Phila.
Special Brands:
MUNJURA, MATCHAKA, MIENAS

KLEINBERG'S
"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Manhattan Briar Pipe Co.
Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ
Manufacturer of High Grade
EGYPTIAN CIGARETTES
74 Wooster Street
NEW YORK
Traveler–Cork Tips. Planet–Gold Tips
Planet–Plain Tips. Planet–Cork Tips

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QUEENS OF THE LAKES
Steamers Eastern States and Western States
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5c CIGAR
WRITE
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476 North High Street,
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W. H. BARLOW, Proprietor, Barnesville, Ohio,
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
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RUSTIC
BLUE POINTS
CRYSTAL
EUREKA
PRIVATE STOCK
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CHERRY RIPE
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CUBAN STOGIES
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LEONARD WAGNER,
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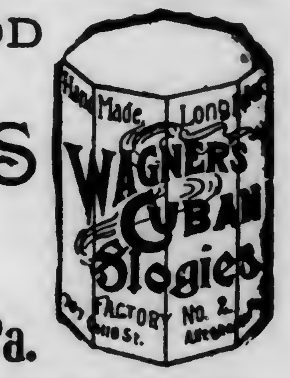

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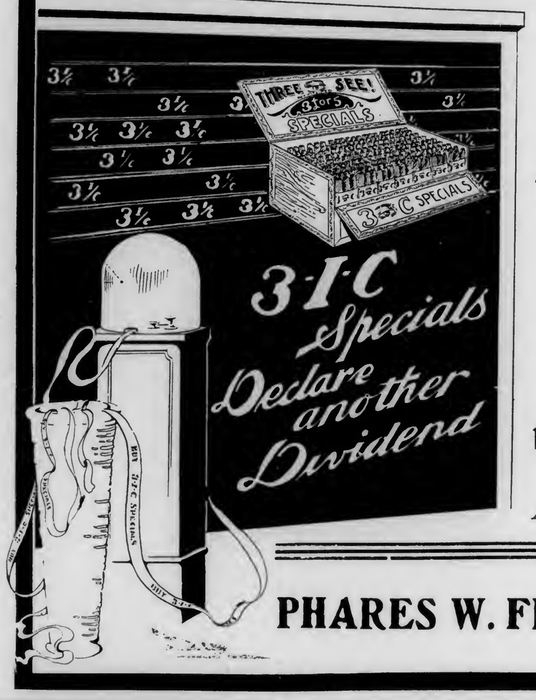

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They are always declaring dividends for the energetic jobber who handles them

Smokers Praise Them
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That is what you will find in the

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Packers of **Cigar Tobacco**
Packing Houses: { Covington, O. / Gettysburg, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.

Redryers of **Burley Tobacco**
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.

Samples forwarded on application.

Office & Warehouse, **11 and 13 Vine Street, CINCINNATI, O.**

Business Changes, Fires, Etc.

California.

San Pedro.—M. J. Wallace, cigars, stock sold to A. Schwamm.

Illinois.

Chicago.—Crump Bros., leaf tobacco, petition in bankruptcy.——E. M. Hitch, cigars, petition in bankruptcy.——Randall & Landfall, cigars, petition in bankruptcy.

Indiana.

Pierceton.—Mont. Welch & Co., cigars, etc., sold out.

Terre Haute.—Chas. J. Reilly, cigars, sold out.

Iowa.

Sac. City. Coons & Stum, cigar manufacturers, succeeded by W. L. Stum.

Webster City.—Norman W. Crans, cigars, succeeded by Elwood Kidder.

Massachusetts.

Lawrence.—Wm. L. Collins & Co., cigar manufacturers, chattel mtge., $350.

Michigan.

Detroit.—Chas. W. Rose, cigars, tobacco, etc., bill of sale, $500.

Flint.—Jas. S. Hodgins, cigars, etc., purchase chattel mortgage, $409.

Jackson.—Chas. C. Denio, retail cigars and tobacco, trust chattel mortgage, $2,706.

New York.

Buffalo.—Wm. Popp, cigars, etc., out of business.

Gloversville.—G. H. Wheeler, cigars, tobacco, etc., chattel mortgage, $500.

New York City.—Philip Hart, tobacco, petition in bankruptcy.—Manuel Lopez, & Co., cigar manufacturers, meeting of creditors.——E. J. Mast & Co., cigar manufacturers, assigned.——Samuel Saqui, cigar manufacturer, petition in bankruptcy.——The Max Schatz Co., cigar manufacturers, petition in bankruptcy.——D. Silverstone, retail cigars, etc., sold out.

Utica.—Buck & Joerissen, cigar manufacturers, dissolved. Succeeded by Chas. E. Buck.

North Dakota.

Devil's Lake.—J. F. Kennedy, cigars, etc, chattel mortgage, $208.

Ohio.

Dayton.—Miami Cigar Co., manufacturers' receiver appointed.

Oregon.

Portland.—C. Kahlich, cigars, etc., sold out.

Pennsylvania.

Harrisburg.—D. D. Harry, et al, cigars and tobacco, satisfied mortgage, $3,000.

Lock Haven.—T. H. Harmon's Sons, cigar manufacturers, succeeded by Augustus N. Harmon.

Philadelphia.—Frank W. G. Lauer, cigar manufacturer, judgment, $200.

York.—La Buta Cigar Co. (not inc.) petition in bankruptcy.

Tennessee.

Chattanooga.—F. W. Loudenber & Co., F. W. Loudenber, individually, cigar manufacturer, sued.

Virginia.

Richmond.—Conrad P. T. Bentley Co., (not inc.) manufacturers of smoking tobacco, dissolved.

Wisconsin.

Janesville.—R. G. Merrill, tobacco, bill of sale, $20,000.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

KRUEGER & BRAUN

LITHOGRAPHERS AND PRINTERS.

Samples furnished on application.

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PRIVATE DESIGNS a Specialty
CIGAR RIBBONS,
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Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

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New York.

Best Workmanship — The Lowest Prices

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Steam Cigar Box Manufacturer
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F. C. LINDE, HAMILTON & CO.

Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. H. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No 5 Tobacco Cipher.
Hopkinsville, Ky.

Gold Leaf Embossed Work

CIGAR BOXES of Every Description
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INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

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RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

Cigar and Tobacco Factories
are Earning Fat Dividends when Located in Seaboard Territory.

The Seaboard traverses from end to end the tobacco belt of the South, and a location can be given you from which within a radius of one hundred miles you can draw every grade of tobacco, including the finest Shade Grown Sumatra.

If you want to come South for any reason ask for our literature; if you want to locate a factory ask for our special proposition to manufacturers.

J. W. WHITE,
General Industrial Agent, Portsmouth, Va.
SEABOARD AIR LINE RAILWAY

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FROM THESE CIGARS

Cremo	Santa Bana	Velvet
Cubanola	Peola	Continental
Geo. W. Childs	Smokettes	Detroit Free Press
Jackson Square	Columbia	Siona
Premios	Dowledo	Spaniola
Exports	Wego	Two Orphans
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Renown	Lillian Russell	Pioneer
Salva Fuma	Turco	

ARE VALUABLE

TO EVERY

JOBBER

RETAILER

AND **CONSUMER**

They increase the demand of Consumer thereby the business of Jobber and Retailer

The Band is Your Protection

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P.S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

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Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited — Advances Made
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No. 238 ARCH ST PHILA.
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SPECIAL DESIGNS — ENGRAVING — EMBOSSING

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
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Sample Free The Most Popular Flavors Since 1855. Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

FOR SALE BY ALL DEALERS

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

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Wholesale Manufacturer of
High Grade Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, Moundsville, W. Va.
Jobbers, Write for Samples.

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"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

Pent's
TAHOMA
FIVE CENT
PENT BROTHERS, Manufacturers, PHILADELPHIA.
CIGARS

L. E. Ryder,
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Wholesale Manufacturer of
Cigars
LANCASTER, PA.
The Best Possible Goods for the Least Possible Money

"Millions for Farmers" So Says Secretary Wilson, U. S. Dep't of Agriculture
TEXAS TOBACCO TRACTS
Write for Full Information to....
Exhaustive tests prove that the finest grade of CUBAN LEAF Filler and Wrapper can be grown in East Texas on line of the SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.
T. J. ANDERSON, General Passenger Agent, Houston, Tex.

A. D. KILLHEFFER MILLERSVILLE, PA.

Goods Sold Direct to JOBBERS and DEALERS.

Maker of
High Grade CIGARS
All Fine Work

NO SALESMEN EMPLOYED.

Warranted Havana Filler, Sumatra Wrapper and No Flavoring Used.

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ESTABLISHED IN 1881 Vol. XXIII., No. 48.

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PHILADELPHIA, DECEMBER 2, 1903.

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TOBACCO.

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IMPORTERS,

222 PEARL STREET, NEW YORK.

PRINCIPE ALFONSO 193. HAVANA.

Established 1881 Incorporated 1902

THE TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

JAY Y. KROUT, Pres'd't and Gen'l Manager. H. C. MCMANUS, Sec't'y and Treas.

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Register Your New Brands
WITH
The Tobacco World

Where they Will be Seen by the Entire Trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Philadelphia Retailers.

WHAT is to become of the Retail Cigar and Tobacco Dealers' Association of Philadelphia?

That question is of great importance to every man who is eligible for membership; for whatever such an association may do to the discredit of the local trade as a whole may prove a lasting injury.

Had the gathering of last week been in response to a call of unquestionable legality, the members who failed to respond would have had no reason to complain at whatever action might have been taken—provided, of course, that a quorum was in attendance. However, not only was there no quorum present, but no authority for calling the meeting had been given.

The truth is that most of the men who were active in establishing the organization have lost their interest and have dropped out, having no intention of attending future meetings. The Tobacco World takes the liberty of not only advising, but of urging, these and all other members to attend the next meeting and to either give the organization a fitting and decent burial or to lay it away for an indefinite time on a shelf where it may be found when wanted, and warmed back into active life if occasion requires. Of course, if it has sufficient vitality left to recover from the ailments from which it now suffers, so much the better; but it certainly should not be allowed to linger along in the dead and alive condition in which it has recently been.

Fifty members are necessary to constitute a quorum at the annual meeting, and, judging from the lack of interest recently manifested, there is very much doubt whether so large an attendance can be secured at the time for that meeting. With the holiday business on their hands the members would not be likely to attend a meeting on the fourth Thursday in December, although a meeting on that date was provided for by vote of the association at the October meeting. Consequently there is no likelihood of a meeting before the date for the annual meeting; and, if a quorum of fifty fails to appear then, no action can then be taken. There is much more prospect of an attendance of twenty-five at a meeting called for some other date, when action by that number of members would be legal, even to the extent of changing the constitution and by laws, provided the required ten days' notice had been given.

If the association continues in active existence, material modifications of its by-laws are necessary. When it was organized it was expected to have hundreds of active members, and its laws were made to correspond to that condition, but the association found little work to do and the interest in it has now become so slight that a number of radical changes must be made if there is ever to be a good prospect that a call for meeting will result in the presence of enough members to transact business.

If only for the purpose of making sure that the association has its affairs in a thoroughly creditable condition as it passes out of existence, every member should attend the annual meeting.

Smoking Cars.

THE Illinois Central Railroad management is said to be about to introduce smokeless engines. So far, so good. Perhaps the next reform ought to be smokeless smoking cars. Anyhow, there is room for improvement in that connection. Frequently clean men who don't smoke—or, if they do, buy cigars of a fair quality—have to resort to the smoking car when the other coaches are crowded. They do not like smoke that is not fit to cure side meat, or to paddle through rivers of tobacco expectoration. A good many smoking cars are vile.—Kansas City (Mo.) World.

It isn't the fault of the railroads that so many smoking cars are disgustingly filthy. Any experienced traveler can tell, almost with certainty, by glancing over a time table of a railroad, what trains have smoking cars that are clean and what are apt to have dirty ones. Not only that, but a man who has traveled frequently for years can tell on entering a smoking car whether he is on a fast train or a slow one. All he needs is to get a whiff of the atmosphere. On an express train he smells good cigars, and he finds himself among well-groomed and cleanly men of the world. On an accommodation, especially one run to accommodate even the smallest settlements on the road, the air in the car is filled with pipe-smoke and the floor is usually covered with the expectorations of tobacco chewers. The railroad officials cannot insist that only cigars shall be used on smoking cars, and they cannot prevent a man with a mouthful of tobacco juice from ridding himself of it in the easiest way possible. On certain trains between Philadelphia and New York and between New York and Boston the air is like perfume in the nostrils of a judge of good tobacco. These are the fast through trains, used by men who know good tobacco and are willing to pay for it. On other trains, particularly on roads in the backwoods districts, the conditions are bad enough to nauseate a pig.

Spanish and English.

"EL TABACO DE CUBA," a well edited trade journal published in the city of Havana, is printed almost wholly in Spanish, but it occasionally contains, in parallel columns, articles in Spanish and English translations. The translations are frequently quite amusing, but if The Tobacco World's editor should try to translate one of his articles into Spanish he undoubtedly would not begin to do as well as did the Spanish editor who is quoted in the following:

"The plantings of tobacco shows a fine aspect and the farmers greatly pleased & ready for the planting of the seedlings because in some years past there has been no temperature more propitious for the seedling, which is a sign of an abundant crop. This is not said dy this priest, but by the old farmers in the place whose opinious all in the county consider veridic, as in this subject I understand in the culture of tobacco what Mr. Ware & some of his Employes with the mixtures they put up in the factories being such materials they use, that besides bothering the cigar makers are a plastic to the throat of those that unfurtunately smoke what the such factories praise."

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1825

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LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

Nos. 322 and 324 North Third Street, Philadelphia

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Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

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L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF

Importers of HAVANA and SUMATRA **TOBACCO**

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Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

The Empire Leaf Tobacco Co., Ltd.

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118 N. 3d St. Phila.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in ***LEAF TOBACCO***

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of **Sumatra and Havana**

AND

Packers of **Leaf Tobacco**

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of **LEAF TOBACCO**

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* **Sumatra & Havana** Y&N

217 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.*

THE REALM OF THE RETAILERS

Business Getting.

You remember in "The Hoosier Schoolmaster," "Git a plenty while you're gittin'?"

If you are going after business, go after a lot of it. Don't make a trip to the mill for a bushel of corn and come home with just a few kernels in your trouser pockets. Don't be half-hearted in your efforts, and don't sit down and rest just as the sun of success appears above the horizon, simply because it has appeared. Success has been known to do peculiar things in the way of disappearing from view just as it was apparently about to burst into fullest effulgence.

What I want to tell you principally is that in getting business you want to get new business.

Don't concoct elaborate advertising schemes to get the same old business you've had all the while. Don't offer prizes and premiums that simply mean giving a bonus with goods that you would have sold just the same anyway. When you go after business, go after new business. If you are going to pay people to be your customers, they should be people who are not already your customers.

All this means that an advertising campaign of any sort should be conducted with a view of getting the advertising before the people who are the other fellow's customers. With all due respect to your patrons, it must be admitted that you need to keep up a good lively interest in those of your competitor.

Never fail of courtesy toward the people who are giving you their steady patronage. Stand by them through thick and thin, but see that when a stranger drops into your place he is made to feel your advantages. Make your strong points evident.

If you live in a small town—yes, or in a large town or city—make the personal element prominent in your business getting. When new people arrive, get on speaking terms with them as soon as you can. Make them feel that their coming to your town is a good thing all around.

The folks who are your competitors' steady customers are the hardest to get. To those you have to present your most powerful inducements. You must make them feel dissatisfied by showing them that they might have done better with you, at your store, than they have been doing elsewhere. With them, too, the personal acquaintance may often be made an opening wedge. Don't fail to use that wedge whenever practical—but never misuse it.

Whatever your plan, whatever you execute, never let up on the advertising. You won't get all the business this year, nor next, nor any other year. There will always be more worlds for you to conquer. Stop advertising only when you are ready to retire.—Frank Farrington in Profit.

* * *

Progressive and Aggressive.

To be progressive, a retail merchant must ever be aggressive. Figuratively speaking, he cannot sit down with folded hands and expect business to come to him. Of course, very few merchants "sit down with folded hands." There are very few indeed who do not work in some way for new business; but there are a good many who might do more than they are doing—who are inclined to place too much value on the mere fact that their store is always open for customers to come in. They sometimes forget that dozens of other stores are open also, and that it is every whit as easy for customers to enter one as the other. They forget that the proprietors of the other stores are working with all their might to attract customers to their stores, and that unless they do the same customers will pass their doors.

A merchant should never be satisfied unless his business is advancing, for unless it is advancing it will not keep abreast of the times. Time waits for no man—and no business. Unless a business is advancing it must be falling behind, since this is an age of advancement and stationary objects will surely be left behind.

The best recommendation a place of business can have is to have a good appearance. Prospective customers reason that if a merchant is doing a good business there must be a good reason, and that if that merchant can please so many he will in all probability be able to please them; that if a place does not look business-like, there is also a reason, and that it would be as well to try the merchant who seems to please the majority. If that is so, it is very important for a merchant to always have a busy look about his establishment. The people like it; they like to deal at a place where there is something going on. "Business, and only business, in business hours," should be the motto of all store managers, and they should impart that motto to their clerks. The merchant must speak for his own business, and speak loud, and at every opportunity.

Courage and Profit.

It often takes more courage to get profit than to sell cheap.

When a man is fighting for trade against a lot of other bright fellows, unless his nerve is good he is apt to sell cheaper than he ought to in fairness to himself. On no one article has he the courage to get more than a modest profit. Naturally he is disappointed when the "net" for the year is shown.

The easy (and the lazy) way to price goods is to mark everything at a uniform margin. That is not the way of the good price maker.

You've got to sell some goods cheap on account of competition. You've got to sell others cheap for advertising effect. To offset these one must sell a lot of goods at a really good profit or the net will be nil.

To be able to get a profit in the right place is the final test of our mercantile ability. Any blockhead can sell goods at a loss. It takes a merchant to meet any and all competition and realize a profit.

Don't be too much afraid of your competitors. If they're good business men they too are getting a little profit here and there. If they're not good business men they can't do you much harm.

* * *

Victims of Vacillation.

A habit of vacillation is most demoralizing to success and character-building. People who are forever weighing and balancing and considering, and never deciding questions until compelled to, are always weaklings. The power of decision, after a while, becomes perfectly demoralized, and the victim loses not only the confidence in his own judgment, but even the power this gives over men and circumstances.

Undecided people who always suspend judgment, and defer giving opinions, carry a negative atmosphere in their very presence. They inspire doubt in regard to their own ability.

The decided man carries a positive atmosphere. He impresses you with his force and power to do things. His very presence carries confidence and conviction. You feel sure that a man confronts you, and not a weakling. He knows what he thinks, and says it; he knows what he wants to do and does it.

One of the most pitiable of sights is that of a man who is ever hanging in the balance, powerless to fling himself with force on either side.

The great prizes of life are lost by vacillating.—Progress.

Twelve Business Maxims.

The president of the London Chamber of Commerce gives these twelve maxims which he has tested through years of business experience, and which he recommends as tending to insure success:

1. Have a definite aim.
2. Go straight for it.
3. Master all details.
4. Always know more than you are expected to know.
5. Remember that difficulties are only made to be overcome.
6. Treat failures as stepping-stones to further efforts.
7. Never put your hand out further than you can draw it back.
8. At times be bold; always be prudent.
9. The minority often beats the majority in the end.
10. Make good use of other men's brains.
11. Listen well; answer cautiously; decide promptly.
12. Preserve by all means in your power, "a sound mind in a sound body."

* * *

Revenue Rulings.

A dealer who sells from a taxpaid package need not inquire into the purpose of his customer in buying. If he is not aware of the fact that the customer intends to resell in violation of law he incurs no liability. While the responsibility rests upon the purchaser who resells, the person who sells him broken quantities of tobacco with the full knowledge that the customer intends to resell may be held liable under the statute, for he would be a party to and participant in the illegal act of his customer.

A dealer asks the Commissioner if it would be a violation of law to remove a package of plug tobacco from the box, cut it into five and ten cent sizes and again repack it in the box. He was advised that the law permits the sale of manufactured plug tobacco by retail dealers from the original manufacturer's stamped packages only, and requires that the tobacco shall remain in such original stamped package at all times until sold and delivered to customers, and when a stamped package of tobacco is emptied the law requires that the stamp thereon shall be destroyed by the person emptying the same and specifically prohibits the packing of tobacco in a box that has been before used for packing tobacco. At to whether the courts would hold that it was a violation of law to do

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco. 171 Water St., New York

Capacity, One Million per Week.

Correspondence with the Jobbing Trade solicited.

The Best Union-Made Five-Cent Cigar in the Market.

Union-Made
All Sizes

Union-Made
All Sizes

M. Steppacher, Reading, Pa.

as the applicant proposed, the Commissioner held it was not his province to determine; that there are many technical violations of law springing from innocent intentions and purposes which might be condoned, but if the motive involved criminality and the purpose to defraud the government the offender would render himself liable to punishment and that whatever is done by a dealer in this connection must be done at his own risk.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending November 28, 1903.

Liverpool.—Manhattan Briar Pipe Co. 2 cases smokers' articles.

Bremen.—Oelrichs & Co., 1 package tobacco.

Liverpool.—American Tobacco Co., 171 cases cigarette paper, 17 cs. tobacco.

Porto Rico.—Cuban & Pan American Express Co., 2 trunks cigars, 1 box do.; Durback Bros., 13 cases cigars, 4 bales scrap tobacco; A. S. Lascelles & Co., 5 cases cigars; J. Menendez, 13 cases cigars, 20 bales leaf tobacco; R. A. Mangual & Co., 2 cases cigars; Victor Malga & Co., 13 cases cigars; P. R. Commercial Co., 6 cases cigars; M. Rucabadi, 10 cases cigars; A. M. Seixas & Co., 5 cases cigars and samples; G. W. Sheldon & Co., 17 cases cigars; C. D. Stone & Co., 19 cases cigars; West Indies Cigar Co., 2 cases cigars; American West Indies Trading Co., 24 cases cigars; American Tobacco Co., 85 cases cigars, 1 case cigarettes; American Cigar Co., 74 bales cigar cuttings; Baker & Williams, 2 cases cigars; Levi, Blumenthal & Co., 50 bales leaf tobacco; Hinsdale, Smith & Co., 437 bales tobacco; I. Kaffenburg & Son, 9 bales tobacco; Chas. De Sota, 2 bales tobacco.

Trinidad Shipping and Trading Co., 20 barrels cigarettes.

Hamburg.—Amsterdam Supply Co., 17 cases cigarette paper.

Vera Cruz.—James E. Ward & Co., 8 cases cigars, 1 do. tobacco.

Havana.—Pilt & Scott, 1 cs. cigarettes.

SUMATRA TOBACCO.

Str. Sloterdyk, arrived Nov. 27:
(74 bales; 43 cases.)

A. Cohn & Co.	38 bales
Hinsdale Smith & Co.	15 "
Herz Brothers	12 "
Pretzfeld & Co.	7 "
E. Rosenwald & Bro.	2 "
Leopold Loeb & Co.	31 cases
Jos. Holzmann	12 "

HAVANA TOBACCO.

Str. Morro Castle, arrived Nov. 26:
(5,466 bales; 98 bbls.; 515 cases.)

James E. Ward & Co.	3,770 bales
E. Pasceal & Co.	439 "
Lichrenstein Bros.	293 "
F. Miranda & Co.	197 "
Lewis Sylvester & Sons	110 "
Rodriguez Tegiro	99 "
American Cigar Co.	88 "
Jose Benito	69 "
Simon Batt & Co.	60 "
S. L. Goldberg & Sons	54 "
August Brochman	48 "
S. Rossin & Sons	39 "
Jose Fernandez	38 "
B. Diaz & Co.	35 "
Weil & Co.	25 "
Leopold Powell & Co.	22 "
F. Garcia Bro. & Co.	22 "
Hilson & Co.	22 "
A. Cohn & Co.	15 "
M. Stachelberg & Co.	15 bales
A. Murphy & Co.	3 "
Calixto Lopez & Co.	3 "
E. Regensburg & Sons	35 bbls.
Hinsdale Smith & Co.	26 "
James E. Ward & Co.	25 "
Carl Vogt & Sons	7 "
E. Pasceal & Co.	5 "
James E. Ward & Co.	514 cases
Park & Tilford	1 case

Str. Vigilancia, arrived Nov. 29:
(526 bales, 25 bbls.)

James E. Ward & Co.	486 bales
Hamburger Bros. & Co.	25 "
S. Rossin & Sons	15 "
James E. Ward & Co.	25 bbls.

HAVANA CIGARS.

Str. Morro Castle, arrived Nov. 26:
(206 cases)

Havana Tobacco Co.	168 cases
Waldorf-Astoria Segar Co.	9 "
G. S. Nicholas	7 "
National Cuba Co.	6 "
C. D. Stone & Co.	4 "
Michaelis & Lindeman	4 "
B. Wasserman	3 "
Calixto Lopez & Co.	2 "
Kimhadt & Co.	1 case
M. E. Caule	1 "
Berth Levi	1 "

Str. Vigilancia, arrived Nov. 29:
(70 cases.)

G. S. Nicholas	38 cases
James E. Ward & Co.	30 "
R. Acoste	1 case
W. R. Grace & Co.	1 "

—George O. Smith, who died recently in his 72d year, was the oldest active member of the cigar trade in Boston, having begun business in 1854. He was born in Lexington, Mass. His great grandfather, Job Lane, of Bedford, was one of the minute men who repulsed the British in 1775 and chased them from town.

Internal Revenue Decisions.

Interesting Figures Compiled for the Fiscal Year Ending June 30, 1903.

Washington, D. C., Nov. 28, 1903.

The report of the Commissioner of Internal Revenue, which will be submitted to Congress at the regular session, shows that the receipts of the Bureau for the past fiscal year are some forty-one millions of dollars less than the receipts for the year ending June 30, 1902.

Mr. Yerkes says that this decrease is not due to diminution in the business movements and commercial transactions of the country, but entirely to reduction of internal revenue taxes under acts of Congress.

There has been an increase in the amount of tobacco and snuff produced of 8,206,211 pounds during the past fiscal year over those of the year 1902. The decrease in the amount of tobacco and snuff exported was 4,771,214 pounds. The increase in tobacco and snuff imported was 42,280 pounds.

The increase in the number of large cigars produced in this country during past fiscal year was 679,487,181. There was an increase of 82,740 large cigars in the exports and an increase of 3,408,833 in the number imported.

In small cigars there was a decrease of 127,983,000 in 1903.

There was an increase in the production of cigarettes, taxed at 54 cents per thousand, and $1.08, of 357,213,403. The increase in the production of large cigarettes, tax paid at $3 per thousand, numbered 1,023,433 during the fiscal year, 1903.

The total imports of manufactures of tobacco during the fiscal year ended June 30, 1903, were 968,412 pounds, valued at $3,281,394, on which duty of $3,507,592 was paid.

The report shows the following interesting facts concerning the manufacture of tobacco products for the calendar year 1902.

The total number of cigar manufacturers for whom accounts were rendered for the calendar year 1902 was 26,940, which includes 517 manufacturers of cigarettes.

The total number of cigars made weighing more than three pounds per thousand was 6,231,714,558, an increase of 92,323,782 when compared with the production of 1901.

The total number of cigars made weighing not more than three pounds per thousand was 676,115,995, a decrease of 99,132,241 cigars as compared with the production for the previous year.

The total number of cigarettes made was 2,971,360,417, showing an increase of 243,206,750 over the previous year.

The average quantity of unstemmed leaf tobacco used in making 1000 cigars weighing not more than three pounds per thousand was 18.11 pounds; in making 1000 cigars weighing not more than three pounds per thousand 3.57 pounds.

The States of Missouri, North Carolina, Kentucky, Virginia, Ohio, New Jersey, New York and Illinois, in the order named, were the largest producers of both chewing and smoking tobacco.

The total production by States producing not less than 7,000,000 pounds each per annum was as follows:

	Pounds.
Missouri	84,332,641
North Carolina	52,209,593
Kentucky	39,406,680
Virginia	31,602,779
Ohio	25,437,840
New Jersey	21,229,084
New York	15,005,559
Illinois	15,493,697
Maryland	9,863,427
Michigan	9,337,714
Wisconsin	7,522,262

Thieving Salesmen.

Edward Goetzman and Charles Dugan, salesmen for the United Cigar Stores Company in Pittsburg, have been arrested charged with larceny and embezzlement. Detective Jacobs of New York caught both men failing to register sales and found large stocks of tobacco and cigars in their homes. "This is the beginning of a general raid on thieving salesmen," said Mr. Jacobs. "The company will save $200,000 a year when the stealing is stopped. Pittsburg salesmen alone have stolen about $10,000 within a year."

—A Tokio correspondent says that the Japanese Government will introduce in the Diet in December a bill to create a tobacco monopoly somewhat on the lines of the French tobacco regie. Many British and American capitalists interested in the industry in Japan intend to fight the proposed plan.

Trade-Mark Register.

GOLDEN HORSE. 14,271

For cigarettes. Registered November 28, 1903, at 9 a. m., by M. Weigman & Co., Philadelphia, Pa.

MORNING OREGONION. 14,272

For cigars, cigarettes, cheroots and tobacco. Registered November 30, 1903, at 9 a. m., by H. J. Roth & Co., McSherrystown, Pa.

EVENING TELEGRAM. 14,273

For cigars, cigarettes, cheroots and tobacco. Registered November 30, 1903, at 9 a. m., by H. J. Roth & Co., McSherrystown, Pa.

REJECTIONS.

The Parlor Brand, Post Despatch, The Star, The Examiner, The Bulletin.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

National King, National Queen, Union Magic, El Ventero, Villa de Tampa, Traveler, 511, Havana Magic, Havana Royal, Havana Stems, Opera House Beauty of Langdon, Langdon Seal, Berger's La Prema, La Trinity de Cuba, Kedusha, Newport Havanas, Rosa Esta, Gumby, Estat Rosa, Purple Ribbon, Waldorf, Happy Lad, Dime Value, Mac-o-Chee, Suncloud, Miana, Liberty Bird, Rufish, Marquand, Aral, Bodad, Abilidad, La Nadar, Mi Isabella, El Rambia, Kabo, Onogo, Cirilla, Pampero, Lourain, Harriet Maxwell Converse, Ca-ie-wa noh, Stand Off, Golden Harvest, Castle Square, Golden Luck, The Ample, El Facilo, El Ventro, Villa de Tampa, Casa Villa, National King, Union Magic, Cuban Magic, Havana Magic, Magic Star, Mountaineer, Virginia Cadets, Cafe Special, Polsky Pravda, Vest Pocket, Sunny Memories, La Lizanti, La Musanti, Great Father, Fritzi Scheff, Havana Stems, Wee-Burns, Barclay, Lucky Home, Allover, KraKower Club, Cremson Club, Prince of Gotha, Lyre, Sir Mortimer, Turkish Banner, Here 'Tis, Alipolo, Salazarena, Milwaukee Free Press, Floro de Bardo, New York World, Major Smokem, Delta of Nile, Anglo Maid, Brotar, Old Five Pence, Paw Paw, Old Burley, Michigan Belle, Michigan Beauty, Belt, Choice Filler, O. M. O., C. P. R., El Descrito, El Sorata, Jaquard, Ampire, Linne, Mission Bells, Primanola, Rosanola, Merger, Jacques Thiebaud, Sholem, Alechem, White Statue, De Merit, Big Boy, Tritype.

ENTIRE STOCK for SALE
AT COST

Owing to a discontinuance of the Jobbing Business, I offer

My Entire Stock at Actual Cost,

including some fine lots of

Havana, Florida [Wrapper], Wisconsin [Binder] Onondaga, Little Dutch, Pennsylvania and Connecticut

TOBACCOS

Come Early, and Get Your Pick.

B. LIBERMAN,

242 North Third Street, PHILADELPHIA.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

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WALTER T. BREMER.
OSCAR G. BOEHM
119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING
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Importers, Packers and Dealers in
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DOTTS & KEELY,
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PHILADELPHIA.

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Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date.
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Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
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120 North Third Street, Philadelphia.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
STORAGE CAPACITY 10,000 CASES
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Importers of Sumatra Tobacco
Cable Address: "HIRE."
Joseph Hirsch & Son
4. Z. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

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Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
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E. E. Kahler,
328 to 332 Buttonwood Street,
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Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

GEO. W. WERT & CO.
MANUFACTURERS OF
High Grade Union-Made Cigars
No. 14 North George St. York, Pa.
UNION PLANTER 5-cent Cigar is Our Leader.

L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.
—THE TOBACCO WORLD—

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

HAVANA OPINIONS ABOUT EFFECTS OF TREATY.

How Cuban Manufacturers Will Try to Increase Their Orders from the United States—Leaf Prices Continue Firm.

HAVANA, Nov. 23, 1903.

Although business was interrupted during the past week by severe rainstorms which lasted for fully three days there has been a very active demand for Vuelta Abajo and Remedios and sales footed up the respectable amount of 8600 bales. Some buyers of importance arrived from the United States, and there has been a good call for new Remedios, principally for the German market. Buyers for the Spanish contract continue to be very active in picking up lots wherever they can find them within their limits. Prices have been fully sustained in Vuelta Abajo and Partido. Holders of new Remedios fully believe in a further advance of prices; owing to the short crop of this year they are not anxious to sell at all, except at higher figures.

The sales were 8600 bales in all—3300 Vuelta Abajo, 700 Partido and 4600 bales of Remedios. Destination is: For the United States, 3600 bales; for Europe, 4200; for home consumption, 800 bales.

1904 CROP.

The reports from the country up to date speak of rains not excessive in the Partido district as well as in the hills of Vuelta Abajo, while the lowland section apparently has not participated in these beneficial rains. Some people report that there have been excessive rains, and that there has been some damage done to seedlings as well as to the young plants. While this may not be surprising, it is, however, well to await confirmation of the news, and to be somewhat skeptical, as farmers are apt to exaggerate any damage done.

BUYERS COME AND GO.

Arrivals.—Moritz Neuberger, of Heinrich Neuberger, Bremen; William H. Yocum, of Yocum Bros., Reading, Pa.; E. Hecht, of E. Hecht & Co., Chicago; Walter Hecht, of E. Hecht & Co., Chicago; Thomas A. Corbin, president of the Cuban Land and Leaf Tobacco Company, of Havana and New York.

Departures:—J. N. Kolb for Tampa; Moritz Neuberger for New York; Julius Lichtenstein for New York; E. Hecht for Chicago.

HAVANA CIGAR MANUFACTURERS.

As regards the Reciprocity Treaty, which has passed the House of Representatives with an overwhelming majority, and also, according to yesterday's cable, that the treaty had been reported upon favorably by the Committee of Foreign Affairs of the Senate, some manufacturers here pretend that a reduction of 20 per cent. will have no influence on the business. Others believe that this reduction in duties—although small—may increase the sale of cheap Havana cigars to a certain degree. To these latter class belong Behrens & Co., of "Sol" fame, who explained their views as follows:

"The 20 per cent. reduction places Partido factories in a position to make a cigar which will cost the importer, laid down in New York, from $60 to $65 per thousand, and which can be retailed at 10 cents straight. The Vuelta factories, which have to pay higher prices for material and workmanship, cannot compete on the 10-cent cigar, but are in a position to give a good smoke at two for a quarter. This latter cigar ought not to cost more than from $90 to $92, laid down in New York, which is equal to a Havana price of $36." Mr. Behrens said that his firm is going to compete on the 10-cent cigar. The cost in Havana of such a cigar cannot be more than $28, and the weight ought not to exceed nine pounds per 1000. This would make the cost, laid down in New York, duty paid, about $68. This cigar could be sold to the retailer at about $75 per 1000.

H. Upmann & Co., as well as Rabell, Costa, Vales & Co., and Enrique Dorado & Co. and others of the Independent manufacturers are as busy as they can possibly be.

BUYING, SELLING, ETC.

John N. Kolb, general manager of the Theobald & Oppenheimer Company, of Tampa and Philadelphia, has secured fully 2000 bales of the very finest Vuelta Abajo and Partido factory Vegas so as to keep the six factories in the United States (one in Tampa, one in Philadelphia, one in New York and three more in the State of Pennsylvania) fully supplied with the necessary raw material.

Loeb Nunez Havana Company, as stated in the previous correspondence, have now redeemed the promise, and report 1000 bales of Vuelta Abajo, Partido and Remedios as sold to their various customers.

Moritz Neuberger, of the very important and highly esteemed house of Heinrich Neuberger, Bremen, has made good use of his short stay in securing some of the very finest vegas that the Vuelta Abajo produces.

G. Salomon & Hnos. were sellers to the extent of 600 bales of Remedios

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
FABRICA DE TABACOS
AMAT VICTORIA CURAM
LUIS MARX HABANA
Consulado 91, HAVANA.

JOHN W. MERRIAM & CO.
MAKE
Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG,"
New York.
Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. *Cable: "Suarco."*

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
San Miguel 100, Cable: "Donalles." *Habana, Cuba.*

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, CUBA. P. O. Box 856.

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FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS
Almacenista de Tabaco en Rama
NEPTUNO NUM. 174
Cable: ONILEVA. *Habana*

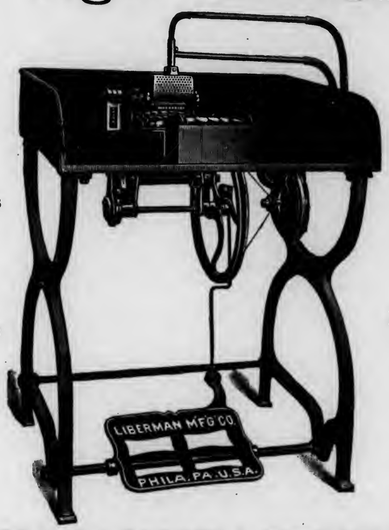
Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

J. Lichtenstein & Co.
131 Water St. *Leaf Tobacco* *NEW YORK*

READY FOR THE MARKET

Liberman's Cigar Branding Machine

All Defects of Others Avoided
Many New and Valuable Features
Practically Unlimited
Construction Simple and Durable
Work Uniform



Brand Neat and Distinct
No Annoyance from Lampblack
Complete Set of Type With Each Machine
Intensity of Heat Regulated by an Ingenious Blast Device, Securing Very Legible Lettering on the Cigar

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223--5--7 South Fifth Street, PHILADELPHIA, PA.

and Vuelta Aabjo to city factories, to the United States and to Europe.

Julius Lichtenstein says he purchased nearly 2000 bales of Vuelta Abajo and Partido factory vegas, as well as old and new Remedios fillers.

Sobrions de A. Gonzales hase been exceedingly busy the past week as they sold 400 bales of Vuelta Abajo and Remedios from their own choice holdings, besides attending to the shipment of 6000 bales by the French S. S. La Normandie, and the Spanish S. S. Alfonso XIII, consigned to the Spanish Regie.

Antonio Suarez disposed of 400 bales of Vuelta Abajo of his own escojidas to Northern buyers.

William H. Yocum is stated to have registered already 1000 bales of Vuelta Abajo which had been packed for him especially in the country.

Sobrinos de V. Diaz turned over 400 bales of Remedios tobacco.

H. Upman & Co. were buyers to the extent of 600 bales of Remedios for their friends in the United States and Europe. They shipped 700,000 cigars.

Jose F. Rocha obtained his share this week by disposing of 300 bales of his select Vuelta Abajo holdings.

M. Kline, who has been here quite a while, trying to find a suitable building wherein to install the new factory of B. A. Kline & Co., has finally made arrangements and secured the old "Vencedora" factory building. His brother, E. A. Kline, is expected here this week, and the opening of the new factory is to take place upon December 1. Sufficent stock of the finest Vuelta Abajo factory vegas has been secured and under the personal supervision of one of the brothers there is no doubt that the cigars to be turned out by this factory will leave nothing to desire as regards fine quality, burn, aroma and perfect workmanship.

Muniz Hnos & Co. sold 300 bales of Remedios and Vuelta Abajo to their particular friends from the North and also to city buyers, with destination for Europe. Don Luis Muniz started last week for the Vuelta Arriba to look after their plantation, as well as to secure some more vegas if possible.

Leonard Friedman & Co. disposed of 200 bales of Vuelta Abajo to their Northern friends.

Rabell Costa & Co. closed out 150 bales of their fine Vuelta Abajo escojidas to United States buyers.

M. Calzada & Co. sold 150 bales of Remedios to city factories.

Jose Menendez disposed of 200 bales of Partido, Vuelta Abajo and Remedios to a city factory and to United States buyers.

Aixala & Co. turned over 250 bales of Vuelta Abajo for European account.

Receipts of Tobacco from the Country,

	Week Ending Nov. 21. Bales	Since Jan. 1. Bales
Vuelta Abajo	1,085	159,879
Semi Vuelta	362	9,574
Partido	234	45,690
Matanzas	—	137
S. Clara & Remedios	4,409	96,178
Santiago de Cuba	975	7,156
Total	7,065	318,614

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars
Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 50,000 per Day. Prompt Shipments Guaranteed.

KAUFFMAN BROS.
Manufacturers of
High-Grade Nickel Cigars
LANCASTER, PA.
CROOKED TRAVELER—A Cigar of Special Value
PRINCE VICTOR—A Five-Cent Leader
Correspondence with the Wholesale and Jobbing Trade Invited.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

E. A. KRAUSSMAN

Importer of HAVANA TOBACCO

170 Water Street, NEW YORK

ARGÜELLES, LOPEZ & BRO.

Manufacturers of

Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.

READING, PA.

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

Legislation Affecting Cuba.

Now Pending Before the House and Senate at Washington.

Washington, D. C., Nov. 28, 1903.

The House bill as passed by that body last week providing for reciprocity with Cuba has been before the Senate the entire week with but one speech on the subject, and that from Senator Carmack, of Tennessee. This is the result of the determination reached by the Democratic Senators that they would not permit a vote to be taken on the bill until December 16. The measure as reported to the Senate from the Committee on Foreign Relations stands exactly as passed by the House, no amendments having been offered.

It was not expected that when Senator Newland's resolution inviting Cuba to become a State of the Union was introduced as noted in our last letter that it would receive any attention from the members of that body, but Mr. Newlands' action in speaking to his resolution at some length on Monday last in reply to a severe, but brief criticism of the resolution, by Senator Hale, of Maine, has put the matter in a new light before the Senate and it is promised that there will be a full debate on the subject. Many Democratic Senators express themselves as not at all pleased that such a measure should have been introduced at this time by Senator Newlands. While there does not appear at the present moment any possibility that this resolution inviting Cuba to join the Union will be reported from the Committee on Relations with Cuba, to which it will doubtless be referred in due course, yet the fact that it has been offered and will continue to be debated in the Senate has already aroused many of the discontented elements among the Cuban population. These discontented spirits want a change from present conditions in the island and are already at work fomenting public opinion in favor of the resolution.

The Spanish element has since the downfall of Spanish power in the island been in favor of annexation and are rejoicing at the presentation of the resolution to Congress. It is well understood, however, that none of the present officials of that island favor annexation.

Importers are constantly sending letters and telegrams of inquiry as to the date when the Cuban reciprocity treaty, which they regard as a sure thing now, will go into effect. Large cargoes of both sugar and tobacco are now being held, according to letters received here, awaiting the taking effect of the reduced rates provided for by the treaty.

The bill carrying out the treaty provides that whenever the President of the United States shall receive satisfactory evidence that Cuba has made provision to give full effect to the treaty he shall issue his proclamation declaring that he has received such evidence, and thereupon on the 10th day after the exchange of ratification of the treaty between the United States and Cuba the new rates shall apply.

The treaty provides that the convention shall go into effect on the 10th day after the exchange of ratifications and shall continue in force for the term of five years. It is also provided that the convention shall not take effect until the same shall have been approved by Congress.

Senator Cullom, chairman of the Committee on Foreign Relations, expressed the opinion to-day that the new rates will take effect ten days after the approval of the bill by the President. A vote will be had upon the measure in the Senate on December 16, and doubtless will receive the signature of the executive the same day, if it passes that body.

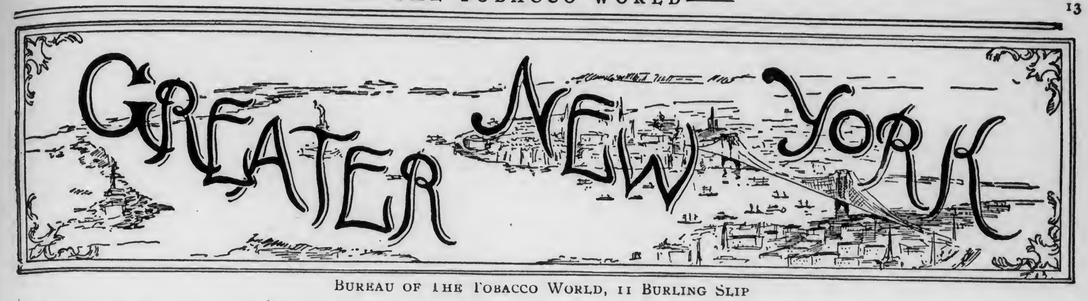
The ratifications are to be exchanged in Washington. The Cuban Minister is now in this city, and the State Department thinks that not more than two or three days will be required for the formalities attendant upon the ratification. The reciprocal arrangement for reduction of duties will be effective just at the time when Cuba is marketing her large crop of sugar, and American exporters expect to do a thriving business with Cuban merchants in consequence of the opening up of the markets at a time when money should be plentiful in Cuba, but it remains to be seen whether their hopes based upon the President's message will be realized.

The new treaty makes a horizontal reduction of 20 per cent. on all dutiable Cuban products brought into this country. American goods going into Cuba will receive reductions of duty amounting to 25, 30 and 40 per cent. respectively, upon specified classes of merchandise.

DID NOT APPEAR IN COURT.

None of the officers or directors of the Universal Tobacco Co. appeared in the New York Supreme Court last week in response to subpœnas. Otto T. Hess, of counsel for the company, said, regarding the non-appearance of the witnesses:

"We have said that we would be quite willing to produce the books if the trial court should decide that they contained anything pertinent to the issue. When the order was presented to the Master in Chancery's office, showing that they were unwilling to wait two weeks for the merits of the case to be passed upon, we advised our clients not to pay any attention to the subpœnas. We believe that the Supreme Court will hold that our witnesses are not in contempt, because it has been held in this State that the application to take testimony here by the representative of the Court of another State must be made in good faith."



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP

An old creole, H. Guesno by name, who came to New York a year and a half ago and is living with his family in the upper part of the city, lays claim to the distinction of being the first man to manufacture and sell corncob pipes.

Guesno was born in Louisiana seventy-seven years ago, and was brought up in the French colony at New Orleans. He was taught to be a bricklayer and practiced his trade until he came to New York, at 75 years of age.

He made his first corncob pipe in 1867 He had seen the slaves smoking them on the Southern plantations, and to pass the time one day he decided to make one himself. At this time he was working on a large sugar plantation about twenty miles from New Orleans. Alfred Mayrone, the owner of the plantation, had sent for him to mend a broken boiler belonging to the plant, and Guesno had gone from his home in the city to the plantation.

He was used to whittling and carving, and found no difficulty in carrying out his idea. When he had almost finished the pipe he looked up from his work and saw his employer standing near watching him.

"What are you going to do with that thing when you've finished it?" asked Mayrone.

"If you care to smoke it," answered Guesno, "I'll give it to you. It's a corncob pipe."

"After that," said Guesno, in telling of his experience with Mayrone, "I gave him the pipe, and he went away. But some time afterward he came to me again and asked me why I didn't make some of the pipes and exhibit them at the next fair. He also said it was too bad the pipe had burned out so quickly. That was in the fall of 1867, and there was to be a big fair in New Orleans the next spring, held by the Mechanics' and Agricultural Association of the State of Louisiana. I made up my mind I'd go and show some pipes, but what Mr. Mayrone had said about his pipe burning out so soon set me thinking, and I tried to invent some way of making them all fireproof.

"When I went back to New Orleans I got a big book telling all about drugs, and after a while I found what I wanted. Then I went to a doctor and asked him if it would make my pipes fireproof to soak them in that drug, and he said it would. Then I asked if it would hurt anybody to put the pipe in his mouth afterward, and he said it wouldn't for they often used that drug in medicines. So I bought some of it and took it home with me.

"Then I made a lot of pipes and soaked every one in the drug for half an hour, and afterward let it dry in the sun. It made every one fireproof.

"After that I shellacked them all and polished them, and when the fair came in the spring I took them there and exhibited them. There were twenty-five altogether. No one else showed any such pipes, and they made a lot of talk."

***

A petition in bankruptcy has been filed against Robert C. Galindo, manufacturer of cigars at 20 Fulton street, by Julius Lobenstein, a creditor, for $600. It was alleged that he is insolvent and on November 9 transferred real estate in Brooklyn to his wife, as trustee of his children, and also transferred large quantities of his property to certain creditors to prefer them. The property transferred consists of his residence on Berkeley place, near Sixth avenue, and in the transfer the names of eight children are given. He has been in business since 1884 and on June 1 last claimed a capital of $37,000. He had an export business with the United States of Columbia and it is said there is a great deal of money owing to him in that country, on which he has not been able to collect. The liabilities are reported to be about $50 000 and nominal assets $70,000. It is expected that creditors will grant him an extension.

***

Schedules in the assignment of E. J. Mast & Co., manufacturers of cigars, at 84 Cortlandt street, show liabilities $72,-791, nominal assets $15,989 and actual assets, $9 612. Of the liabilities $66,028 are to Sutter Bros. of Chicago, $40,036 for merchandise and $25,992 accommodation paper.

***

Ferdinand Cullman, a retired tobacco merchant, died of heart disease Sunday afternoon in his 82d year. Mr. Cullman was born in Germany and came here in 1848. He was the father of the members of the firm of Cullman Brothers, 175 Water street. He was on the street near his home, 250 West 82d street, when attacked by the disease, and lived only a few minutes.

***

Carlos M. Wintzer, Jr., severed his connections with Adolfo Moeller & Co., New York on Monday last and will sail for Havana, Cuba, on Thursday.

***

Continental Tobacco Company has declared the regular quarterly dividend of 1¾ per cent. on preferred stock, payable January 2. Books close December 23 and reopen January 4. The company has also declared a dividend of 4 per cent. on the the common stock, payable January 2 to stockholders of record December 31.

***

Isaac Meyers & Co. have had decided in their favor a suit brought against them by D. W. Gray, a farmer in Erwin, Steuben County. At the trial the plaintiff admitted that all his crop had been injured by grasshoppers, and that he had packed grasshopper-eaten leaf in the bundles which he tendered to the defendants. He held, however, that such packing was not provided against in the provision of his contract, which read: "Said tobacco to be free from hail, frost, pole-burn, stem-rot, fats, wet butts, wet tobacco, and free from trashy stuff, and to be delivered free from any damage." The ruling of the court is practically to the effect that grasshopper eaten tobacco is damaged tobacco in law as it is in fact.

***

Following is the text of the resolutions adopted last week by the Central Federated Union:

"Whereas, The Cuban Reciprocity bill now before the Senate of the United States proposes a reduction of duties on cigars amounting to $12.60 per thousand, while the duty on the amount of tobacco sufficient to make a thousand cigars is to be reduced only $1 05, which means a decrease of the protection now afforded to American tobacco of $11.55; and,

"Whereas, The measure which has just passed the House of Representatives discriminates in favor of the Tobacco Trust while it injures the work and wages of 100,000 men and women employed in the cigar industry of the United States; therefore

"Be it resolved, That the Central Federated Union of New York city, representing 200,000 organized working men and women, protest against the measure as a piece of rank trust legislation aimed at the 150,000 people who depend upon the cigarmaking industry of this country, and demand of the Senate of the United States the rejection of that part of the Cuban Reciprocity bill relating to the tobacco industry; and

"Be it further resolved—That a copy of these resolutions be sent to the Senate of the United States and the President."

***

To attempt to show how absurd is the idea of using cameras in spotting union men who smoke non-union cigars is practically a waste of breath or ink. Even in a good light, there is not one chance in a dozen that a snapshot photograph taken without the subject's knowledge and aid could be recognized. At this time of the year it is only at noon that such a scheme could amount to anything at all, for before and after the usual working hours there is little, if any, sunlight; and sunlight is an essential to outdoor photography. How much more likelihood is there that the camera-men would know violators of union rules and "snap" them than that the latter would know the former and dodge them? What could "a complete corps of twelve" camera men do in a city where cigars are sold in from 40,000 to 50,000 places? Nevertheless, the editors of the New York daily papers have swallowed the story. It appears in the Times under the heading "Will Shadow Union Smokers.—All Who Smoke Non-Union Cigars Are to be Photographed for Purposes of Discipline," and reads:

"Union men who have been addicted to the vice of smoking non-union cigars have received a fortnight in which to reform before the snapshot artists of the Cigarmakers' Union Label Committee get to work and train their cameras on them.

"The following statement was made yesterday on behalf of the Cigarmakers' Union Label Committee:

"We will have a complete corps of twelve men to start with, two of whom

(Concluded on p. 20)

LIGHT TEXT

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Grasveh.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA

HAVANA TOBACCO COMPANY
111 Fifth Avenue, NEW YORK
SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Yncian	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguedad
La Flor de Naves	El Aguila de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murias
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estella	J. S. Murias y Ca.
	H. de Cabanas y Carbajal.	

LEOPOLD SCHMID FRANK LANGE
L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

Established 1840. Cable "Naryl."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK
EDMUND H. SMITH
EMOS SMITH

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

M. B.
ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK

H. J. SCHOENER. CABLE ADDRESS "TACHUELA"
H. J. SCHOENER & Co.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

PHILADELPHIA

REDUCTION OF DUTY.

Before very many weeks the practical effects of the Cuban reciprocity treaty on the cigar manufacturing interests of the United States may begin to make themselves manifest. Here in Philadelphia opinions have not changed since two years ago when, at a meeting in the Bourse building, the differences among leading members of the local manufacturers' association resulted in the disruption of that body. Opposition to a reduction on Havana tobacco alone was then made very vigorously, the opposition being based on the ground that whatever reduction was made in the tariff on Cuban tobacco should be extended also to Sumatra. Against this assertion was urged the argument that the proposed reduction would not affect the market for five cent cigars and that consequently even the largest users of Sumatra would not have their interests injured by passage of the treaty. This argument had no effect, however, in bringing about unanimity of action and, consequently, there were none of the results which might have come from such unanimity. Now, however, a practical test will soon begin, and conditions instead of theories will result in the forming of judgments. Although it is conceded that the manufacturers of clear Havana cigars in the United States have most to fear from the treaty, no apprehension is expressed by at least one of the leading manufacturers of that class in Philadelphia. He believes that Cuban tobacco manufactured in the United States will more than hold its own with Cuban tobacco manufactured in Cuba, the new tariff being sufficient protection. The only fear is that the smoker, the consumer, will be influenced by the presence of the importation stamp. Doing away with this evidence of importation, leaving the smoker to be influenced only by the quality of the cigar given him, the domestic cigar made from Havana tobacco, it is asserted, will be even more popular than it is now. This question of doing away with the "double stamp" was recently broached in Washington by representative tobacco men from New York and was received in an encouraging manner. Among the Philadelphia cigar manufacturers The Tobacco World man has talked with on the probable effects of the treaty is Richard T. Gumpert, of Gumpert Brothers, who takes a keen interest in all matters affecting the trade as a whole. "Before thinking of my interests as a cigar manufacturer in a matter of this kind," said Mr. Gumpert, "I think of my position as a patriotic American citizen. The United States has bound herself by treaties to stand by Cuba, and the United States must redeem those pledges. As far as my own individual interests are concerned the principal effect of the reduction of duty will be that my fillers will cost me seven cents a pound less than they cost now. That, of course, may be swallowed up by competition; but I am left free to decide whether to increase the quality of my output to the full extent of the saving, or in a less degree, or to maintain the present standard."

RETAILERS' ASSOCIATION.

On Tuesday evening, November 24, there was a gathering of Philadelphia cigar dealers in Dental Hall, Thirteenth and Arch streets. A total of eleven was present, and their purpose in assembling was to participate in a meeting of the Retail Cigar and Tobacco Dealers' Association of Philadelphia. No such meeting was held, for the reason that an attendance of twenty-five was necessary to constitute a quorum. Even had there been so large an attendance, there is good reason to doubt whether any vote then passed would have been binding on the Association or on any member. The notices that a meeting of the Association would be held at the place and at the time above stated were issued by the Secretary, James S. Halfpenny, but were not issued under any provision contained in the section of the by-laws which says: "Meetings of the Association shall be held at the call of the President or the Board of Directors, or upon the written request of ten members in good standing, addressed to the Secretary."

After waiting until there was no prospect that more than eleven members would be present, the Secretary announced that inasmuch as a motion to make eleven members a quorum had been made at the October meeting, he favored recognizing the eleven present as authorized to do business in the name of the Association, and added that he intended to nominate a presiding officer, as neither the President nor the Vice President was present.

This was given immediate disapproval by the Treasurer, R. W. Boch, who plainly told the over-zealous Secretary that such a proceeding would be both arbitrary and illegal, and who added that the call for a meeting had been wholly unauthorized.

In attempted justification of his action the Secretary stated that as the Association had at its October meeting voted to meet again on November 25, and as he had been unable to secure the customary place of meeting for that date, he had called the meeting for November 24. He added that he had attempted to have a meeting of the directors in the interim, but that only four had responded; so he had gone ahead on his own authority.

Mr. Boch was very courteous toward his brother officer, but was firm, nevertheless; and, as he holds the purse-strings of the Association, what he said had to go.

Finally, Mr. Boch proposed the only thing which could be done. That was that another meeting of the directors should be called to prepare for the annual meeting of the Association, which, under the Constitution and By-Laws, will be held on the first Thursday in January.

PREPARING TO MOVE.

J. C. Heymann & Co. are preparing to move to their new location, 210–212–214 North Broad street the latter part of this month and expect to have their factory there in full operation on the second day of January, with an increase of 100 cigarmakers.

FINED FOR SUNDAY SELLING.

Ph. Atlas, 829 Race
J. P. Brown, 15th and Cumberland
Simon P. Barbonus, 2201 N. Franklin
Fred W. Beaver, 2501 N. 19th
Louis Bleiman, 304 N. 2d
Geo. J. Crambie, Broad and Cumberland
George Cowdrick, 1503 Cumberland
W. H. Dewees, 2501 N. 18th
A. Ewbank, 1616 Cumberland
E. Connors, 1021 York
John Fossler, 1500 Glenwood ave
M. P. Kensil, 939 Race
George W. Klais, Franklin and Race
Ira H. Moore, 10th and York
B. J. Murry, 900 Susquehanna
C. A. Martin, Cumberland and Opal
C. J. Roth, 901 Susquehanna
J. Sternberg, 523 N. 2d
Samuel Stern, 804 Susquehanna
Carl Schneider, 2462 N. 17th
M. Strassle, 160 N. 6th
D. Weidman, Broad and Cumberland
R. Zimman, 320 N. 2d
Martin Cavanaugh, 1042 York
E. H. Koch 13th and York

W. H. Dewees, a druggist, of 2501 North Eighteenth street, pleaded guilty to selling cigars on Sunday. "Hereafter," he said, "I am going to get a doctor to prescribe them for my customers."

"That will not save you," said the Magistrate.

Samuel Stern voluntarily paid $6.50 and took occasion to make a speech, in which he said: "Your Honor, instead of bringing these people here and exacting their hard earned money, if the law is to be enforced, let it be by the proper authorities, and not by a handful of men who are well fed and comfortable, and sit in their homes, with plenty at their command, laughing at the persecution of their poorer brothers. No American citizen who has any principle would ever go around on Sunday securing evidence in the manner they do, however much they might benefit by it. I thank your Honor for having the patience, and allowing me to express my feelings, and right here is my Thanksgiving Feast. Six Fifty. While you are eating your turkey think over our loss. Your Honor; all this money is blood-stained, and the

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

FOR SALE.—2 Dieless Suction Tables, and 2 Bunching Machines, binder cutter and suction fan in good condition. Sell low. Address, 719 Oxford Street, Philadelphia. 1t

JOB LOTS OF CIGARS WANTED for sale by a prominent brokerage firm. Any quantity. Prices must be low and goods salable. Address Box 22, Care of The Tobacco World, Philada. 10 21-11t.

POSITION WANTED by active young man capable of controlling office and shipping room. Three years experience as double-entry book-keeper and full knowledge of cigar manufacturing office work. With a clear record. Best recommendation No objection to leaving the city. Address Box 10, care of The Tobacco World, Philadelphia. 1t

CIGAR FACTORY, FOR SALE OR RENT, First District, Pa., near Reading, three stories and basement, fully equipped for 100 hands, steam heat, elevator, sweat room, good light, excellent railroad facilities. Price and terms reasonable. Address, BARGAIN, Box 9, care of The Tobacco World, Phila. 12-2-16

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

AMERICAN EMPIRE

10 CENT

Jno. G. Shatz & Co.
MANUFACTURERS OF HAND MADE
Havana Cigars
FACTORY NO 12
1ST DISTRICT, PA.
READING, PA.

EL VOLCANO

5 CENT

city would do well not to accept it, or put it among the 'Honest Earned Money.' All the chance we have here is as much as Jesus had before Pontius Pilate."

PHILADELPHIA LEAF MARKET

Nobody in the leaf line seems to be doing any particularly large amount of business, but the existing conditions are natural at this season of the year. Cigar manufacturers are now more interested in supplying the holiday trade than in laying in new stock, but business is expected to pick up again late in the month.

NEW YORK LETTER.

(Concluded from p. 13)

have their own cameras. We will have to buy cameras for the others, and, while the union men who are known to smoke non-union weeds will have a chance to reform before they are snapshotted, the members of the Entertainment Committee will practice snapshotting people at random. They will be experts when they regularly start in, and will catch the smokers of non-union weeds unawares.

"For this reason, we don't want to post them by announcing the exact day when the Entertainment Committee will start out to do business. Nearly every union man known to smoke non-union cigars is spotted, and unless he reforms in the meantime is bound to be caught. Then he will get Hail, Columbia with his union."

Union-made cigars can be bought in practically every store where non-union cigars are sold, even in those of the U. C. S. Co. That fact alone is enough to show that a picture of a union man entering or leaving a store where a camera man was on guard would not prove any disloyalty on his part. The daily papers have been well hoaxed.

***

A petition in bankruptcy has been filed against Morris Lesser, cigar manufacturer at 416 East Seventy-sixth street, by the following creditors: Elias Boch & Son, $375; Gustav Salomon & Bros. $924, and Havemeper & Vigelius, $345. It was alleged that he is insolvent and made an assignment on Nov. 27. Judge Holt, of the U. S. District Court, appointed Robert M. Thompson, Jr., receiver of the assets.

Rabell, Costa & Company,

TOBACCO DEALERS

Our Specialties:

Vuelta Abajo and Santa Clara

Manrique 199,

Cable Address: RABELL.
Post Office Box, 117.

HAVANA, CUBA.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in *LEAF TOBACCO*
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in Leaf Tobacco
Lancaster, Pa.

J. W. BRENNEMANN,
Packer of and Dealer in
Leaf Tobacco
MAIN OFFICE,
Millersville, Pa.

United 'Phone: { No. 931 A, Millersville. / No. 1803, Lancaster.
Lancaster Office, 110-112 W. WALNUT STREET

PENNSYLVANIA TOBACCO WORKS
128 North Tenth Street,
Manufacturers of A Fine Line of READING, PA.
Chewing and Smoking Tobaccos
For Wholesale and Jobbing.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

Menno M. Fry & Co.
Packers of and Dealers in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

IRREGULAR PAGINATION

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five – Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON,
Factory Representative for Penna.
1133 Ridge Avenue, Phila.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P WISEBURN, LOUIS BUSCH,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

A sure cure for Dry Cigars and Tobacco.

A cure for foul, slimy, Sponge, Cotton and Felt.
The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.
Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock.
No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities.
No. 3 for tobacco pails. No. 4, Pans 5x11x2½ to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 4x7x1? for each wall case shelf; 3½x18x40 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.
O. R. RICE & CO., 163 East 14th Street, NEW YORK.

Union York Factories.

An Effort to be Made to Do Away With All Non-union Shops.

York, Pa., Nov. 30, 1903.

There seems to be less demand for cheap cigars within the last few weeks, notwithstanding the encouraging revenue reports.

In the month of November no less than forty-two licenses to do business were issued for various sections of the county, including three for this city.

Bert Richards has opened a cigar factory in Manchester and employs twelve workmen. Formerly Mr. Richards was employed at Geo. A. Kohler's cigar factory here as foreman.

Fifty of the workmen employed at the La Union Cigar Factory in Hanover have been laid off owing to scarcity of work.

An organizer of the Cigarmakers' Union will make an effort to bring into the Union all cigarmakers in the city who are not affiliated therewith. The movement also includes an effort to organize York county factories. In opposition to this movement it has been argued that the high success of this section of the 9th district was chiefly due to the fact that but few Union factories exist here.

Recent visitors to the trade were Monroe J. Freedman, of Freedman Bros., Chicago, Ill., and H. M. De Haven, of L. P. Kimmig & Co., Philadelphia, Pa.

Reading Enterprise.

Shown in Various Ways by the Retailers of the Town.

Reading, December 1, 1903.

With but a slight interruption on last Thursday the past week was quite active with our manufacturers. The rush for getting our holiday goods is now on in force, and it is expected that an immense volume of business will be done before the season has closed.

W. H. Yocum, of Yocum Bros., has gone to Cuba to make a selection of Havana tobaccos for manufacturing purposes, and expect to be gone several weeks. Their force is working overtime.

Charles Breneiser & Sons' store, at Seventh and Penn streets, which has been undergoing extensive changes, is now nearly completed, and will add very greatly to the general appearance of the premises, as well as give the desired additional room for handling the immense stocks of goods carried by them.

Howard W. Reigel, at Third and Penn streets, has also been making some noticeable changes and improvements to his store room and additional showcases have been provided.

George W. Benethum, a local cigar jobber, has lately put in a general line of manufactured tobacco products, and is rapidly extending his business in every direction. Delivery is being made by team within a radius of a number of miles from Reading.

Daniel Bauscher, ex-clerk of the Court of Quarter Sessions, has purchased the cigar business of William Moyer, 419 Penn street, and will also make some improvements to the place, which gained some popularity two years ago, when it was conducted by L. R. Farling, who subsequently sold out to William Moyer.

Lancaster Leaf Dealers.

They Meet With Growers to Arrange for Display at St. Louis.

Lancaster, Pa., December 1, 1903.

It was quiet among the local leaf men during the past week, and goods were moving slowly in small lots. The buying of the 1903 crop has been practically suspended for the time being at least.

Committees from the County Tobacco Growers' Society and the local Leaf Dealers' Association met on the third floor of the Court House last week, the object being to arrange an exhibit of the tobacco grown in this county at the St. Louis Exposition. I. H. Weaver was made chairman of the joint committee and M. L. Greider secretary. It was decided to invite Charles H. Lambert, who has charge of the exhibit, to come to Lancaster to meet the joint committee. After meeting Mr. Lambert and getting his views and observations, it can then be decided as to just the nature of the exhibit. Mr. Greider showed some samples of the shade tobacco grown in Marietta and Milton Grove, but the gentlemen present were not enthusiastic over the leaf shown, some saying the grade was inferior.

STACKS OF TOBACCO.

Stored in the Bonded Warehouses of New York City.

According to the official figures of the New York Custom House there were in the bonded warehouses of the port, on November 1, 17,286 pounds of cigars of all kinds, valued at $110,398. As there have been very active withdrawals as a result of the holiday trade it is expected that the report on December 1 will show very little left in bond, so that the question of whether Cuban merchandise can be withdrawn from bond at the old or the new rates is not of very great moment. It is probable, however, that importations of Havana cigars will be particularly light now until the treaty goes into operation.

Reports have recently been current that in anticipation of being able to replenish supplies many of the large distributers of Havana cigars are cutting the trust's prices, and that the trust—the Havana Tobacco Company, which controls probably more than 75 per cent. of the Havana cigars imported into this country—has refused to pay rebates due to large distributers who have been guilty of cutting prices. The trust sells cigars to the distributers on the factor system, which was formerly used by the Sugar Trust—that is to say, it sells to the distributer at a fixed price, which must form the minimum for sales by such distributer to his own customer. If this minimum is not cut, or if no complaints of cutting have been received by the trust, the latter at the expiration of three months (and in some instances four months) sends a check for a specific rebate, which rebate constitutes the distributer's profit. When the check for rebates does not come promptly to hand there is apt to be considerable nervousness among the distributers as to whether, to quote one of them, "there is anything doing;" in other words, whether any unfounded complaints of cutting have been made to headquarters. No specific instances were mentioned in Saturday's reports of New York dealers whose rebates had not been paid. Harold Roberts, vice-president of the Havana Tobacco Company, when questioned, said that the reports of extensive cutting by distributers or the holding back of rebates are without foundation. No separate figures of Cuban commerce are available to show the Cuban tobacco held in bond at this port. The following figures take in all descriptions of tobacco on November 1.

	1903.	1902.
Tobacco, for wrappers, pounds	4,247,357	3,856,579
Tobacco, for wrappers, value	$2,793,954	$2,976,946
Tobacco, other leaf, lbs.	12,462,424	10,679,365
Tobacco, other leaf, value	$5,303,562	$4,307,366
Tobacco, cigars, lbs.	17,286	5,306
Tobacco, cigars, value	$110,398	$44,095

Agricultural Department Report.

The annual report of the Secretary of Agriculture, issued from the Government Printing Office December 1, contains the following concerning tobacco:

"Some supervisory work was done in Connecticut the past year, but the principal purpose of the Department to show the feasibility of growing a wrapper leaf of superior quality in the Connecticut Valley has been successful, and it remains for the growers to put the shade-grown Sumatra on a substantial basis.

"In Ohio the quantity of tobacco handled in accordance with the methods prescribed by the Bureau of Soils has increased from 655,000 pounds of the 1901 crop to over 4,000,000 pounds of the crop of 1902. Important work has been done in the experimental growing of Cuban cigar leaf tobacco on the Orangeburg sandy loam and the Orangeburg loam in South Carolina, Alabama and Texas. These soils appear very similar to the tobacco soils of Cuba, and the aroma of the leaf grown on one of them in Texas has been pronounced very fine by the trade.

"The total production of domestic filler tobacco in 1901 was 71,000,000 pounds, worth nearly $8,000,000. In the same year the Cuban tobacco imported amounted to 18,500,000 pounds, but the value aggregated over $16,000,000. Thus the Cuban imports, though nearly one-fourth in quantity, amounted to two and one-third times the value of the domestic."

Only a Matter of Millions.

The bond syndicate of the Consolidated Tobacco has been extended to December, 1904. It was formed in June, 1901. The amount of bonds ontstanding is reported to be about $157,000,000. From the fact that the company paid a single dividend of 20 per cent., or $6,000,000, in cash on the $40,000,000 of stock last January it is generally assumed in the street that its affairs are flourishing. The interest on the bonds, of course, takes precedence of dividends, yet the price of the bonds, which yield 4 per cent., has never been above 70¼, while it now rules around 56. It is believed that this syndicate holds the record in length of time, although others have been extended and some after extension were wound up with a loss. The original American Malting syndicate is reported to have fallen in the latter category. Among extended syndicates were those of the Burlington joint 4 per cent. bonds, United States Steel syndicates Nos. 1 and 2 and Lake Shore 3½ per cent. refunding and Mercantile Marine. One of the shortest-lived syndicates was that of the Southern Railway-Louisville Monon purchase, which was wound up in a few weeks without any money being called.

No Chew; No Work.

Tax Commissioner Ira D. Sayre, of Flushing, Mich., said to be an inveterate tobacco chewer himself, has caused a labor strike in the village by inaugurating a crusade against the use of tobacco. Sayre is interested in two new business blocks that are in the course of construction, and is supervising the work. One morning he noticed stains of tobacco juice on a newly laid floor. He immediately informed the carpenters that unless they stopped using tobacco while on duty they might consider themselves discharged. A few hours later all the men went on a strike.

Stemmery Closed.

The stemmery of the American Tobacco Co. in Petersburg, Va., has closed down temporarily, and about 850 operatives will be out of work for a few weeks.

How about your Stock of Revenue Books ?

We can furnish the latest Revised
Cigar Manufacturers, Leaf Dealers, and Tobacco Mfrs.' Books.
They are made of good paper, have the best binding and will therefore give best results to the user.
We furnish these books with your advertisement on front cover in large and attractive design and at a price that will get your order.
Do you know that a REVENUE BOOK is the best advertisement for a CIGAR BOX MANUFACTURER or LEAF DEALER?
A GOOD CHRISTMAS PRESENT.
Better and Cheaper than a Calendar
Your customers will use it every day, the gift is appreciated and he must have it. It reminds him of your firm every day.
That's the idea of advertising.
Let us quote you prices and furnish you samples.
WHY do we sell more Revenue Books to the tobacco trade than all other makers combined?
The Sternberg Mfg. Co.
Davenport, Iowa, U. S. A.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

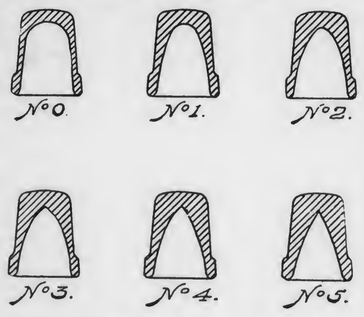
Special Brands made to order. JOHN E. OLP, Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—Established 1865—
JOHN SLATER & CO.
Makers of Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

CIGARMAKERS' THIMBLES.



Cigar Thimbles.

Something better. Always something better! That is what is sought by the Liberman Manufacturing Co. of Philadelphia. Whether it be a suction machine, which accomplishes more rapid and better results than most hand workers can attain, or so simple a tool as a cigarmaker's thimble, whatever this concern produces is as perfect as possible, and improvements are of frequent occurrence. Six different new types of thimbles have recently been placed on the market by the company. Only practical cigarmakers will realize the occasion there is for so great a variety, but men whose fingers daily convert leaf into cigars will readily appreciate the fact that long-felt wants in this respect are now met by the thimbles illustrated in the accompanying illustrations. These thimbles are annealed, and have heavy shouldered heads.

Dishonest Bookkeeper.

According to the allegations in three suits filed in Cincinnati, Jesse B. Weil, bookkeeper for Louis Eichengreen & Co., is responsible for forged drafts and checks in the hands of the defendants amounting to about $600. The filing of the suits also brought to light the fact that experts have been at work on the books since Weil left the company, June 1 last.

Weil's whereabouts are not known, but according to Attorney Samnel Wolfstein, who filed the suits on behalf of the firm, criminal proceedings will be instituted against him when found. Attorney Wolfstein also states that up to date Weil's alleged peculations have been found to amount to about $2,500.

The legal defendants in the present suits are the Baltimore & Ohio Southwestsrn Railroad Company, $231.45; Gebhard Bros., $127.07, and Daniels & Coombe, $249.93. Suits will be instituted to recover from other parties who cashed drafts for Weil, it is stated.

Last May the unsatisfactory condition of the books led Mr. Eichengreen to urge Weil to take a different position in the store and allow another bookkeeper to take his place. The next day, June 1, it is alleged, Weil announced he was going away. He left, and with him, it is said, went his wife. He has not been heard of since by his family, so they claim.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf Tobacco
East Petersburg, Pa.

HIGH-GRADE CIGARS
Manufactured by

A. W. Zug,
227 North Cherry Street,
Lancaster, Pa.
We Employ No Salesmen.
All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100 000 to 125,000
Cigars
Factories: YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"ENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.

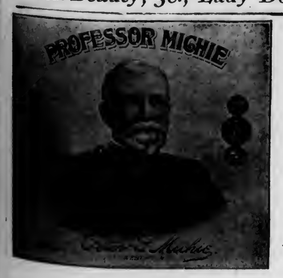
A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE
Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c



La Union Cigar Co.
HANOVER, PA.
Manufacturers of
High Grade Union Made Cigars
Our Special Brands: ALEX. WILSON, PROFESSOR MICHIE, UNION CHIMES, MINERS' VICTORY, LA UNION CROOKS

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No 463
75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced Cigars
Red Lion, Pa.
Remember—the MELODIOSO is Our Leader.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,
Packers and Dealers in Leaf Tobacco
105 S. George St., YORK, PA.

Walter B Hostetter. B. F. Able.
HOSTETTER & ABLE,
Wholesalers and Retailers of Leaf Tobacco
SHADE GROWN SUMATRA in Bales
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.
Packers of Leaf Tobacco
James and Prince Streets,
LANCASTER, PA.

STAUFFER BROS. MFG. CO.
New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.
WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. ☞Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber
All Grades, All Prices, All Shapes, All Sizes

THOS. R. DECKER
YORK PENNA.

MANUFACTURER OF
Sweet Damsel,
D. & S.
High Grade Medium Priced
Cigars
For the Wholesale and Jobbing Trade.
Correspondence invited.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

During the past week it has been my pleasure to visit some of the tobacco growers in their homes, and look them in the face and ask my questions and receive their answers. I find the most of them not only hopeful but quite expectant, for they have one of the nicest colored crops of tobacco that I have seen for many a year. The size or quantity is not equal to some of the crops I have had the good fortune to see in some of the former years, but in my experience as a grower I have never seen a more finely colored leaf. I think by the condition of the market and by the sample of the goods seen every pound of the 1903 will be needed before another crop can be raised. The probability is that before the snow has gone in the spring the crop will be effectually cleaned up, for the supply is short. Not for many years has the market been so bare of New England leaf as at the present time.

Our correspondents agree in anxiety of the growers about getting down their crops. They write:

Northfield, Mass.: "I have no sales to report; the farmers are waiting for a damp time to take down their tobacco and strip and bundle it. The crop is a fine one in this section."

Conway, Mass.: "I have nothing new to report. Very little of the tobacco has been taken from the poles, and the growers are getting pretty anxious about it. I hear that in some of the towns around us the farmers are using steam engines with which to dampen their crops, but I think I should prefer the natural damp."

North Hatfield, Mass.: "H. W. Marsh recently sold six acres of Havana seed at 15c in the bundle. It is reported a fine lot of tobacco. A number of our sorting shops will open the Monday after Thanksgiving. No change since I saw you in regard to taking down tobacco."

Hadley, Mass.: "There has been one or two sales of tobacco in this town recently, prices ranging from 15 to 20c in bundle. The quality is fine and generally the color is light. There are many anxious to have the storm of to-day moderate that the farmers may take the 1903 crop down and get it into the bundle for the buyer. Most of the tobacco in the centre is yet on the poles. Frank Merrill has been offered by New York parties 35c per pound for eight cases of 1902 crop light wrappers, but declined to dispose of same. He is one of the best growers in town, and packs his own tobacco."

Vernon, Vt.: "There has been little tobacco taken from the poles; the farmers are waiting for a damp spell to come. The crop is cured a light color and very fine. I have the following sales to report: F. W. Johnson at 12c; Mrs. E. Tyler at 12½c; J. H. Frost at 12c., all in bundle, to Dyer & Son."—Cultivator.

BALDWINSVILLE, N. Y.

J. R. Reynolds, of the firm of Farnham & Reynolds, of Addison, N. Y., has recently purchased 100 acres of the new crop at prices ranging from 7 to 9c in the bundle, which has been taken in at Cato, Meridian, Spring Lake and South Butler. Repairs have been commenced upon the Upson warehouse, which is to be occupied by A. Heinke. It will be refitted with all the modern improvements, making it an up-to-date warehouse.—Gazette.

EDGERTON, WIS.

Very little transpiring about the local markets of the State these times worthy of mention in this column. Aside from a few scattering sales of the new crop, buyers are nowhere showing any disposition to resume operations. It is useless to attempt an examination of the hanging crop while it remains so dry, even if the disposition were present.

Some old leaf is moving, but generally in moderate-sized lots. The most important transactions coming to notice are the sale of the T. E. Welch packing at Janesville, 600cs of '02, to the United Cigar Manufacturers, and the Ford & Kellogg packing of 417cs to Child & Spitzner.

Sampling of last season's packings is about completed and dealers are ready to display their goods to prospective purchasers. The tobacco generally is showing up well and meeting the demands of manufacturers as a serviceable binder.

Casing weather is what is most needed now, as growers are anxious for a damp spell to begin the work of stripping. Until that time comes there is small chance for much movement in the new crop.

Shipments, 787 cases.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

The market has more inquiry and a few sales, the trade realizing the low prices and good substance in the 1902 stock while the 1903 crop is deficient, being light in body and color. Holders of old are not pushing sales, and buyers of the new crop are still standing out, planters advocating no more growing until prices justify raising it. The situation is gloomy for planters and dealers. It looks like a good time to stock up.

QUOTATIONS

Leaf—Short: Common, 5 to 5½c; Medium, 5½ to 6c; Good, 6 to 6½c.

Leaf—22 to 26 in.: Common, 6 to 6½c; Med., 6½ to 7c; Good, 7 to 8c.

Motto: "Buy when nobody wants to sell—sell when everybody wants it."

The new crop is fine manufacturing stock for light plug and smoking tobacco. Some very bright Lugs and Leaf for Kentucky heavy styles. Manufacturers will do well to look after it, as it is the best for manufacturing that has been grown for several years.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

We had no receipts this week, nor public offerings. The market drags along with small private sales of the lower grades of Leaf at the late ruling prices, and foot up 112 hhds for the week. The stocks are being slowly but steadily reduced, but are still full for the period of the year.

There is a demand for Lugs, but they rarely appear, apparently being exhausted in the stocks.

There has been an effort in part of the district to open the loose tobacco market, and a few sales have been made by planters, but we have now a spell of dry, cold weather, which has closed the doors again.

QUOTATIONS:

Low Lugs	$3.50	to	$4.00
Common Lugs	4.00	to	4.50
Medium Lugs	4.50	to	5.00
Good Lugs	5.25	to	5.75
Low Leaf	4.75	to	5.25
Common Leaf	5.50	to	6.25
Medium Leaf	6.50	to	7.50
Good Leaf	7.50	to	8.50

A Cigarette Sandwich.

Customs change in smoking as fashions change in hats. Within the past few years, since the introduction to America of pure Turkish tobacco in the form of the cigarette, a new custom has arisen. Many men, who might be justly considered as among the most confirmed and conservative of cigar smokers, have found that there often comes a time when they want a smoke, but another cigar would be one too many. Men who five years ago would have scorned the suggestion of smoking a cigarette, have since the introduction of the pure Turkish cigarette, learned that it offers an agreeable and fragrant change from the heavier and more stimulating cigar. It is also becoming so usual as to excite no comment to serve Turkish cigarettes between the courses at dinner, a custom that likewise has its origin in the last few years. Only the superior grades of Turkish tobacco are imported into this country, and no one who has once enjoyed the delicate flavor of the genuine Turkish can ever be deceived by any substitute, although the temptation to unscrupulous manufacturers to adulterate it with the domestic tobacco is sure to strengthen as the demand increases.

Phones: Keystone, 65-64A Main; Bell 62-39A
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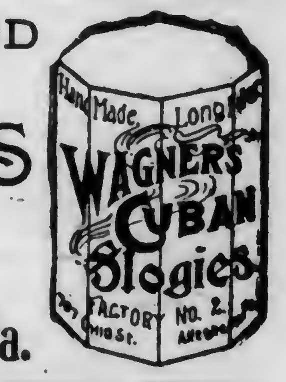

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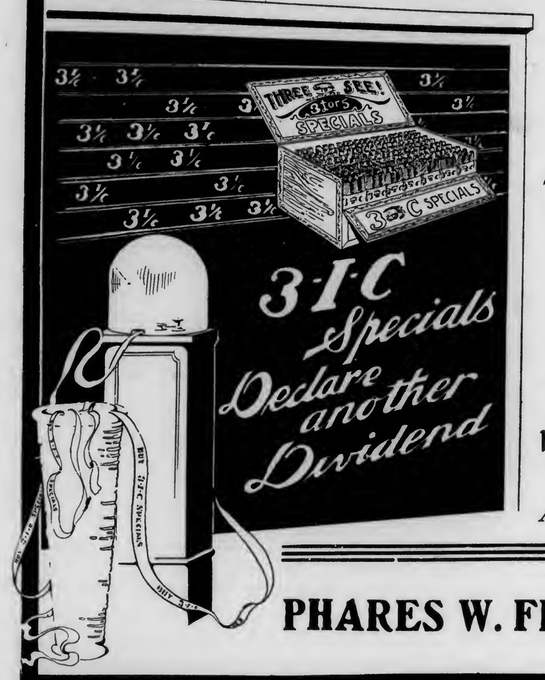

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Zimmer Spanish. Ohio Seed Leaf. Little Dutch.	Bright Grades and Cigarette Wrappers a Specialty.

Samples forwarded on application.

Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

Business Changes, Fires, Etc.

Connecticut.

Bloomfield and East Hartford.—International Tobacco Culture Corporation, receiver appointed.

District of Columbia.

Washington.—Wm. H. Bateman, cigars and tobacco, sold out to Lawrence Dawson.

Illinois.

Chicago.—Wm. J. Collins, cigars, etc., dead.——D. Levin and S. Katz, cigars and tobacco dissolved.——Rosenberg & Praski, cigar manufacturers, petition in bankruptcy.

Iowa.

Cedar Rapids.—Wetzel & Metzgar, manufacturers of cigars, succeeded by Wetzel Bros.

Davenport.—McSteen & Hilton, cigars, succeeded by Hilton & Son.

Manchester.—Kelsey & Atwater, cigar manufacturers, succeeded by Reisner & Co.

Mason City.—J. H. Atkinson, cigars, assigned.

Maine.

Bangor.—Geo. G. Martin, cigars, etc., succeeded by E. A. Barber.

Massachusetts.

Everett.—Jacob Halpersohn, cigars, chattel mortgage, $300.

Minnesota.

Hibbing.—Witz & Gram, cigar manufacturers, succeeded by Harry Witz.

Little Falls.—John C. Fetherspil, manufacturer and wholesale cigars, bill of sale, $458.

Redwood Falls.—Geo. B. Hughes, cigars, etc., judgment, $156.

New York.

Binghamton.—Payne & Heffern, cigar manufacturers, dissolved.

Buffalo.—John M. Foegan, cigars, etc., petition in bankruptcy.

Rochester.—Fred'k Grif, cigar manufacturer, chattel mortgage, $384.

North Dakota.

Grand Rapids.—N. L. Buck, cigar manufacturer, satisfied real estate mortgage, $1,500.

Ohio.

Cincinnati.—Frank Maciewski, cigars, out of business.

Lima.—M. Weixelbaum, cigars, etc., damaged by fire.

Ripley.—Hite & Drake, tobacco, etc., real estate mortgage, $2,800.

West Carrollton.—Francis M. Billman, of Billman Bros., leaf tobacco, dead.

Oregon.

Portland.—B. B. Rich, cigars, etc., damaged by fire. Insurance $600.

Rhode Island.

Providence.—John J. Gardiner, of Gardner Bros., wholesale and retail cigars and tobacco, dead.

South Carolina.

Orangeburg.—J. P. Turner & Co., tobacco warehouse, petition in bankruptcy.

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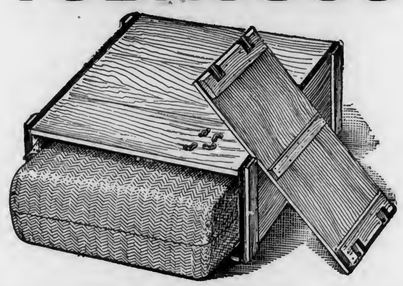

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The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Shall It Die, or Live?

ARTICLES I, II, and III, which state the name, object and qualifications for membership in the Retail Cigar and Tobacco Dealers' Association of Philadelphia, do not need any change in the revision of the Constitution which will have to be made if the organization continues in existence.

Article IV, however, which places the number of directors at twenty-five, will have to be materially changed, inasmuch as, in the present lack of interest in the organization, only four were present in response to the last call for a meeting of the Board. Articles V and VI fix the number of officers and provide for elections. These need only trivial modification, if any.

Article VII, the last of the Constitution, is a very important one under present conditions and would serve satisfactorily without change, even if material reductions should be decided on in regard to quorums of directors and members. It reads as follows:

"This Constitution may be amended at any meeting of the Association, by a vote of two-thirds of all the members present and voting, provided:

"First. That the proposed amendment shall have been first submitted in writing to the Board of Directors, and shall have been approved by them.

"Second. That notice of the proposed amendments, so approved, shall have been mailed to each member at least ten days previously, and that the proposed amendment shall have been embodied, in and form a part of, the notice of the meeting, at which final action is to be taken.

"In the absence of the approval of the Board of Directors, this Constitution may be amended by a three-fourths vote of the members present, provided all other conditions hereinbefore mentioned, shall have been complied with."

In the by laws these provisions are made:

"The membership fee of this Association shall be two dollars per annum—payable quarterly in advance. Any member who fails to pay his dues or assessments at the expiration of ninety days after the same shall become due shall be suspended from the Association, and shall not be classed as a member until such dues or assessments have been paid."

The last meeting at which any dues were paid was on October 14, and then only about seven members paid up. So three months from then, namely on January 14, there will be only seven members in good standing if the records then fail to show subsequent payments. The time for the annual meeting is the first Thursday in January, just seven days before the expiration of the privileges secured by the payment of fees on October 14. Fifty members are necessary for a quorum at an annual meeting. Consequently forty-three more than the seven who squared up on October 14 must pay fifty cents each before they can be recognized as constituting part of a quorum. Unless a meeting, other than an annual, is held on January 14 or earlier, even those privileges of voting secured by the payments made by seven members on October 14 will have expired.

If fifty members are not paid up to date on January 7 no annual meeting can be held.

If twenty five members are not paid up no meeting can be held at any time.

Calling a meeting at any time when at least twenty-five members are not fully paid, or there is not good reason to believe that at least twenty-five members will respond and qualify for voting by paying all arrearages, would be a waste of printing, postage and time.

However little interest any retail cigar dealer of Philadelphia may have in the organization, and however much dissatisfaction there may be with the manner in which its affairs have been conducted, the fact remains that every such dealer should show enough respect for his city and his calling to protect the organization from the disrepute into which it will fall if it passes out of existence simply and wholly because of neglect.

If it is to be formally disbanded no annual meeting is necessary. A vote to that effect can be passed at any legally called meeting, and then a vote disposing of the funds in the treasury can be passed. There is a much better prospect of securing a gathering of twenty-five members with voting rights than of securing a gathering of fifty with voting rights. Consequently there seems to be wisdom in trying to hold a general meeting before the time for the annual, even if only twenty-four hours, or one hour in advance, and to then settle the question of disbanding, holding monthly meetings or allowing the organization to go to sleep in peace to be awakened and stirred into activity whenever occasion arises.

What is to be done with the money in the treasury, somewhere between $200 and $300? Shall it be returned to the cigar manufacturers from whom $1,000 was received, as $500 was returned in October? Shall it be placed at interest to accumulate until wanted for trade interests in the future? Shall it be turned over to the organizations which pay fines for their members convicted of making sales on Sunday?

Any of these dispositions can be made by a vote of any meeting having a quorum of members in good standing; but if not enough members to constitute a quorum pay dues, the treasurer will be placed in a very peculiar position, and would have to secure an order of court to rid himself of the money and end his responsibility.

A plan which The Tobacco World suggests to meet the complicated situation and to preserve the organization for whatever usefulness it may possess in the future, is that the annual dues be reduced to fifty or twenty five cents, that all arrearages of dues be remitted, and that the regular meetings be held in January, April and October. No dealer whose membership could be of any value to the organization would refuse to pay twenty-five cents a year, nor would any such be unwilling to attend at least three meetings a year. This proposed compromise between monthly meetings and no meetings at all except in special emergencies is recommended to the consideration of the directors and members.

There are few members of the trade who are unwilling to admit that an occasion may arise at any time when the fact of there being an actual organization in existence would be of great value, and the plan outlined above seems calculated to attain this end with the least labor and expense.

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REGISTERED

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Broker in LEAF TOBACCO

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Under the old methods some merchants made money, others did not, and and a large number failed. It depends upon the man mostly. It depends upon his resources sometimes. Under the old methods a sleepy merchant, twenty years ago, frequently made a fortune. The future will have no such opportunities for sleepy merchants.

But there will be plenty of opportunities for the right men. To go further than that, the future will develop the right men. The young man of energy and ideas need not hesitate when opportuuity beckons him toward the store. His will not be known as the golden age of retailing, but it will be known as the age of ideas.

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INTENTIONAL SECOND EXPOSURE

Rabell, Costa, Vales & Company

Sole Purveyors, by Request, to the Royal House of Spain.

Finest Havana

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

CIGARS

Factory, Galiano 98, Havana, Cuba.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

Trade-Mark Register.

OUR GOVERNMENT. 14,274
For cigars. Registered December 2, 1903, at 9 a. m., by R. E. Reiber, Newmanstown, Pa.

GENERAL REYNOLDS. 14,275
For cigars. Registered December 2, 1903, at 9 a. m., by E. Hendren, Lancaster, Pa.

COLUMBIA STRAIGHTS. 14,276
For cigars. Registered December 4, 1903, at 9 a. m., by F. Schlaeger, Columbia, Pa.

MAKORKE. 14,277
For chewing and smoking tobacco. Registered December 4, 1903, at 9 a. m., by the Pennsylvania Tobacco Works, Inc., Reading, Pa.

REJECTIONS.

Union Record, Union Leader, Union Star, Union Smile.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Tribe of the Mac-o-chee, Lord Blenheim, Duke of Blenheim, Castle Blenheim, Celeste, Belt, Egyptian Venus, Asophris, Cuban Nurse, Exalto, Our Judge, Horace P. Biddle, Jolly Guard, Noble Count, Judge Joseph R. Gary, La Belle Panama, Seal of Panama, Panama Queen, Panama Beauty, Identidad, Golden Luck, The Ample, El Facilo, Panapa, Richboro, Earlcrest, Noblespa, Loyalty & Republicanism, Express Dowager, P. S. C., Union Blood, Nott Terrace Perfecto, Winthrop Chandler, James Hutchinson, Dan Huntington, Jacob Burnet, Nat Gorham, Gunning Bedford, El Impresario, Raymond Dupuy, Francis de Sales, La Bravura, El Rapartidor, Julian Rix, El Descripto, Joseph Arlington, Portolan, O. P. B. A., Vuelta Chips, Vuelta Sports, Taffy Pull, American Sire, Nation's Sire, Prince Rhapsodies, Rhapsody Prince, Mount Penn Belle, Henry Gray, Rararoma, Rare Aroma, Rose Perfume, Puraroma, Pure Aroma, Grand Aroma, Royal Aroma, Nucleus, Grenolfra, John Howard, Dean Swift, Star Chamber, Sweet Kitty Bellairs, Rupicola, Frontier Club, A. B., Zimola, Sparklingstone, Gold Mountain, Scranton, Scranton Times, Scranton Republican, Scranton Tribune, Scranton Truth, Factory Banner, Godlieb McFadden, Bornheim, Admiral Cotton, Chicago Heights, Fire Department, Manuel Amador, President Amador, Lincoln Steffens, Lasale, Astarte, La Tosa, Public Seal, General Seal, Right Tackle.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending December 5, 1903.

Genoa.—Hirzel, Feltmann & Co., 84 cases tobacco, 66 packages do., 100 bales do.

Havana.—James E. Ward & Co., 442 cases cigarettes and cut tobacco; L. J. Spence, 7 cases cut tobacco and cigars; Cadenos & Co., 6 cases cigarettes and cigars; Havana Tobacco Co., 106 do.

San Juan.—Levi, Blumenthal & Co., 139 bales leaf tobacco; Botchild & Bros., 10 bales leaf tobacco; R. Fabien & Co., 10 cases cigars; American West Indies Trading Co., 16 cases cigars; R. Arguilles, Marrique, Sola & Co., 3 cases cigars; Durlack Bros., 4 cases cigars; G. W. Sheldon & Co., 3 cases cigars; C. D. Stone & Co., 11 cases cigars, 1 bale cuttings; R. C. Williams & Co., 3 boxes cigars; Smith & Bolizental, 5 cases cigars; F. Bonilla & Co., 5 cases cigars; Baker & Williams, 2 cases cigars; A. S. Lascelles & Co., 3 cases cigars; M. Rucabado, 13 cases cigars; V. Malga & Co., 1 case cigars; American Tobacco Co., 25 cases cigars; West Indies Cigar Co., 6 cases cigars.

Bremen.—Eckmeyer & Co., 1 case tobacco; Leonard Friedman & Co., 200 bales tobacco.

Liverpool.—American Tobacco Co., 91 cases cigarette paper, 6 cases tobacco.

Marseilles.—J. W. Elwell & Co., 2 packages tobacco.

SUMATRA TOBACCO.

Str. Noordam, arrived Dec. 1:
(156 bales; 504 cases.)

J. P. Hirsh & Son	47 bales
Rothschild & Bro.	38 "
A. Blumlein & Co.	33 "
S. Rossin & Sons	13 "
L. Loeb & Co.	12 "
L. Friedmann	10 "
S. Auerbach & Co.	3 "
American Cigar Co.	504 cases

HAVANA TOBACCO.

Str. Mexico, arrived Dec. 2:
(3,927 bales, 137 bbls.)

James E. Ward & Co.	2,475 bales
Levi Blumensteil & Co.	572 "
F. Miranda & Co.	209 "
G. V. Watson & Co.	130 "
J. Menendez	102 "
Lewis Sylvester & Sons	100 "
A. Murphy & Co.	84 "
Fred D. Grave	50 "
D. Hevia & Co.	45 bales
V. Suarez	42 "
J. Bernheim & Son	35 "
S. L. Goldberg & Sons	21 "
American Cigar Co.	20 "
Sartorius & Co.	20 "
Calixto Lopez & Co.	12 "
D. H. Delmonte	10 "
James E. Ward & Co.	99 bbls.
F. Miranda & Co.	25 "
S. Ashner	13 "

Steamer Orizaba, arrived Dec. 6:
(513 bales; 33 bbls.)

James E. Ward & Co.	408 bales
Herz Brothers	25 "
O. E. Kanzow	23 "
Order	21 "
Lewis Brothers	10 "
Fred Schultz	10 "
L. Friedman & Co.	10 "
Starlight Brothers	6 "
James E. Ward & Co.	30 bbls.
Loeb Nunez Havana Co.	3 "

HAVANA CIGARS.

Str. Mexico, arrived Dec. 2:
(61 cases.)

G. W. Sheldon & Co.	9 cases
Robert E. Lane	8 "
Park & Tilford	7 "
Waldorf-Astoria Segar Co.	6 "
M. D. T. Co.	5 "
B. Wasserman	5 "
F. Garcia & Bros.	5 "
Alpers & Mott	3 "
Order	3 "
Acker, Merrall & Condit	2 "
G. S. Nicholas	2
Calixto Lopez & Co.	2
G. W. Faber	1 cases
C. H. Hyman & Co.	1
R. H. Macy & Co.	1 "
C. D. Stone & Co.	1 "

Str. Orizaba, arrived Dec. 6:
(20 cases)

Park & Tilford	10 cases
James E. Ward & Co.	10

ENTIRE STOCK for SALE
AT COST

Owing to a discontinuance of the Jobbing Business, I offer

My Entire Stock at Actual Cost,

including some fine lots of

Havana, Florida [Wrapper], Wisconsin [Binder] Onondaga, Little Dutch, Pennsylvania and Connecticut

TOBACCOS

Come Early, and Get Your Pick.

B. LIBERMAN,

242 North Third Street, PHILADELPHIA.

CLEAN AND SWEET to smoke or chew,
The best for all, the best for you;
No drug nor stem's contained herein,
This brand, **BIG DAN**, your trade will win.
In pipe it's cool, a comfort great;
When chewed, it's strictly up to date;
It suits all men who know what's good,
When tried—its merit's understood.

BIG DAN

Smoking and Chewing

TOBACCO

Sweet Scrap, made from the Finest Cigar Cuttings.
Union Made.
A Clean, Lasting Chew.
A Cool, Comforting Smoke.
Always Reliable and Uniform.

Manufactured by

PENNSYLVANIA TOBACCO WORKS, Incorporated,

Factory No. 7, 1st Dist. Pa. **READING, PA.** Established 1902.

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IMPORTERS OF PHILADELPHIA

BREMER BROS. & BOEHM,
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Importers, Packers and Dealers in
Leaf Tobacco

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
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DOTTS & KEELY,
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Leaf Tobacco
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HIPPLE BROS.
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LEAF TOBACCOS
No. 231 Arch Street,
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Superior Grades of
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STORAGE CAPACITY 10,000 CASES
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LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

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Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
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E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

GEO. W. WERT & CO.
MANUFACTURERS OF
High Grade Union-Made Cigars
No. 14 North George St. York, Pa.
UNION PLANTER 5-cent Cigar is Our Leader.

IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF
L. P. Kimmig & Co. Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

INCREDULOUS BUYERS EXPECTED IN HAVANA.

Scarcity of Leaf Asserted, and Proof Ready for Whoever Desires to Investigate, Whether "From Missouri" or Elsewhere.

HAVANA, Nov. 30, 1903.

Business during the week ending November 28 was somewhat slack, as the number of buyers from the North was few. Had it not been for the continued activity displayed in the buying for European account, and also, to a less extent, for home consumption, the number of trades completed for the United States would have been too small to sustain the market. However, as the stocks in first hands are limited and the final result of the 1904 crop is still an unsolved problem, notwithstanding the present favorable outlook prices continue to rule very firm, and for new Remedios still show an advancing tendency.

The receipts are fairly large from the Vuelta Arriba district, although it is stated that there is hardly any tobacco left in the farmers' hands. Stocks in the Vuelta Abajo and Partido region are said to be nearly exhausted; so with the beginning of the year 1904 there may be virtually no tobacco left in the country, which was not the case at the beginning of this year, when quite respectable quantities were either held by houses established in Havana, or by farmers themselves. As the stocks now here will have to do service for at least six months to come the outlook for the present holders is certainly a favorable one. Without doubt a good many buyers from the United States will pay a visit to the Havana market to convince themselves of the actual state of facts, and as hardly any buyer comes here without laying in some stock the present surplus may all disappear before the 1904 crop shall appear in the market of Havana. There is still some very fine tobacco left of the Vuelta Abajo and Partido, as well as of Remedios old and new crops; so, intending buyers need not fear that they will find a market devoid of choice and aromatic leaf.

Sales amounted to 5800 bales in all—3000 Vuelta Abajo, 800 Partido and 2000 bales of Remedios. The United States buyers purchased 2300 bales, the European ones 2000, and city factories took 1500 bales out of the market.

BUYERS COME AND GO.

Arrivals—Sol Hamburger, of Hamburger Bros. & Co., New York; L. A. Lincoln, of P. Pohalski & Co., New York and Key West, Fla.; G. A. Mueller, of Gustave A. Mueller, Chicago; B. A. Kline, of E. A. Kline & Co., New York and Tampa, Fla.

Departures—William H. Yocum for Reading, Pa.; B. Rovira for New York; H. A. Rovira for New York; C. C. Rosenberg, for Philadelphia, via Tallahassee, Fla.; A. Blumenstiel for New York; L. A. Lincoln for Key West.

THE 1904 CROP.

As far as learned the rains spoken of in last week's letter have done no damaga, except in some portion of the Remedios district and a few sections of the Partidos. In most of the latter, as well as in the Vuelta Abajo region, the rains have been not excessive and have benefited the growing plants. The outlook in general continues very favorable, as regards an abundant crop, which so far presents a very healthy appearance free from any insect plague. It is, however, far too early to predict anything as regards the future quality, and whether the wrapper leaves may be abundant, of light colors and good in burn. The nicotine plant is so tender, and subject to so many kinds of damage before the curing process in the drying houses, in the piles, and the final fermentation in the bales has been completed, that all speculation as to its future outcome is mere guesswork. During the first half of December quite a number of planters will make their first cut. The experiments with shade-grown tobacco must have given good results even during the past rainy year, as the planters that had small areas devoted to this culture have increased their acres double or three-fold and there are many new beginners.

CIGAR MANUFACTURERS.

Havana cigar manufacturers are complaining somewhat that the expected activity at this season of the year has not been realized. The delay of the passing of the Reciprocity bill is undoubtedly to blame for part of this condition while the operations of the Trust in Great Britain have disturbed the equilibrium in that market. However, while the exact figures are not yet available, the assertion that the Trust produces from 70 to 80 per cent. of all the Havana cigars made in the Island of Cuba is misleading, as already the Independents make fully 50 per cent., if not more. This ought to be a convincing proof that the public at large appreciates the efforts made by the Independents to compete successfully against the gigantic capital of the would-be monopolizer of the Havana cigar industry. H. Upmann & Co., Behrens & Co., Rabell, Costa Vales & Co., Enrique

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL HABANA
FABRICA DE TABACOS
AMAT VICTORIA CURAM
SOL and LUIS MARX
LUIS MARX HABANA
Consulado 91, HAVANA.

JOHN W. MERRIAM & CO.
MAKE
Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG,"
New York.

Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer. **L. J. Sellers & Son, Sellersville, Pa.**

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: Himml.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: Zalezgon. Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

SANCHEZ Y CUETO S. en C.
Sucesores de Carriles y Sanchez,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
San Miguel 100, Cable: "Donalles." *Habana, Cuba.*

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 30.*

Narciso Gonzalez. Venancio Diaz, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, CUBA. P. O. Box 856.

F. Neumann. G. W. Michaelsen. H. Prasse.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "Antero." Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
☞SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.☜
P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS
Almacenista de Tabaco en Rama
NEPTUNO NUM. 174
Cable: Onileva. *Habana*

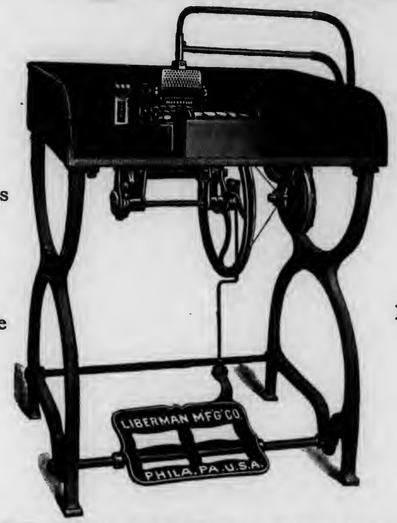
Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

J. Lichtenstein & Co.
131 Water St. *Leaf Tobacco* *NEW YORK*

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.

READY FOR THE MARKET

Liberman's Cigar Branding Machine



All Defects of Others Avoided
Many New and Valuable Features
Practically Unlimited
Construction Simple and Durable
Work Uniform

Brand Neat and Distinct
No Annoyance from Lampblack
Complete Set of Type With Each Machine
Intensity of Heat Regulated by an Ingenious Blast Device, Securing Very Legible Lettering on the Cigar

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223--5--7 South Fifth Street, PHILADELPHIA, PA.

Dorado & Co., Rodriguez Arguelles & Co. and others of the Independents, too numerous to mention, must certainly produce superior cigars of individual merit, as surely the public would not purchase their product out of poor sympathy. In business the word "sympathy" is hardly known. Business results either in the survival of the fittest or a slow decadence which commercially is known as dry rot. The Independents have proved so far that they are fully alive and fighting for supremacy, under the motto "Excelsior."

BUYING, SELLING, ETC.

Gustave A. Muller, of Chicago, has purchased fully 1000 bales of the finest Vuelta Abajo and Partido vegas for his factory.

Antonio Suarez sold 600 bales of his choice Vuelta Abajo escojidas to city and northern buyers.

Max Stern, of Lewis Sylvester & Son, New York, has invested in 1000 bales of the choicest Vuelta Abajo vegas and has now gone to the country to satisfy himself whether the reports are true that there is no tobacco left in farmers' hands.

Aixala & Co. keep right on selling their stocks, as they turned over 500 bales of Vuelta Abajo, Partido and Remedios. Don Jose believes in the American practice—small profits and quick sales.

H. Upmann & Co. purchased 300 bales of Remedios for their friends and shipped 600,000 cigars this past week.

Sobrinos de V. Diaz can never be idle and must be doing some business all the time; so they got their share by disposing of 500 bales of Vuelta Abajo and Remedios.

Sobrinos de a Gonzalez were heavy shippers for the Spanish contract, as they forwarded 2000 bales per German steamer this week. Besides, they sold 200 bales of Vuelta Abajo and Remedios to factories here and to Northern buyers.

C. C. Rosenberg, of Philadelphia, owner of the "El Provedo" factory, at Tallahassee, Fla., has been a heavy buyer in this market during his stay, as he secured fully 900 bales of the finest Vuelta Abajo and Partido vegas.

Bruno Diaz & Co. closed out 300 bales of Vuelta Abajo and Partido tobacco.

A. Blumenstiel made some heavy purchases for his firm of Levi, Blumenstiel & Co. while here, by laying in a large stock of some of the very finest and highest priced Vuelta Abajo fillers, besides escojidas of last year's crop of Remedios. This firm is now ranking among the largest Havana importers in New York, handling 6000 bales per year, or more, besides about the same quantity of Porto Rico tobacco, which they pack themselves every season.

The Loeb-Nunez Havana Co. turned over 250 bales of Vuelta Abajo and Remedios.

Muniz Hnos & Co. had a quiet week, owing to the absence of the three brothers, Luis, Manuel and Hilario, in the country. Still, they did not get left entirely, as they managed to sell some 200 bales of new Remedios of their own escojidas.

Jose Menendez turned over 200 bales of Partido and Remedios.

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars
Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 50,000 per Day. Prompt Shipments Guaranteed.

KAUFFMAN BROS.
Manufacturers of
High-Grade Nickel Cigars
LANCASTER, PA.
CROOKED TRAVELER—A Cigar of Special Value
PRINCE VICTOR—A Five-Cent Leader
Correspondence with the Wholesale and Jobbing Trade Invited.

J. E. SHERTS & CO.
Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

E. A. KRAUSSMAN
Importer of HAVANA TOBACCO
170 Water Street, NEW YORK

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

E. M. KELLER,
Manufacturer of High-Grade Havana and Domestic
CIGARS
Private Brands a Specialty. Correspondence solicited.
Leading Brands:
Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.
READING, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

Walter Himml closed out 200 bales of Vuelta Abajo, Partido and Remedios.

A. M. Calzada & Co. were hustling as usual and reported 200 bales of Vuelta Abajo, as the amount of their transactions during the week.

Rabell, Costa & Co. are satisfied in doing a smaller business just now, although there is no week passing by in which they do not make sales, 100 bales of Vuelta Abajo being the result of the last eight days. They have some very choice factory vegas still on hand reserved for their particular friends.

Receipts of Tobacco from the Country.

	Week Ending Nov. 28. Bales	Since Jan. 1. Bales
Vuelta Abajo	1,451	161,330
Semi Vuelta	276	9,850
Partido	75	45,765
Matanzas	—	137
S. Clara & Remedios	3,834	100,012
Santiago de Cuba	1,566	8,722
Total	7.202	325,816

More Tariff Revision.

Interesting Conjectures Concerning the Policy of the Administration.

Washington, D. C., Dec. 5.

Practically nothing has been accomplished in Congress this week, unless the little tilt between Mr. Payne, of New York, Chairman of the House Ways and Means Committee, and Mr. Williams, leader of the minority in the House, may be taken as an open declaration of war in that body with the weapons named.

Mr. Williams insisted upon a report from the committee named above on a resolution offered by himself, requesting the President to take action looking to the reassembling of the High Joint Commission for the purpose of considering reciprocal arrangements between the United States and Canada. This is the first indication that reciprocity with Canada is to be a slogan of the Democrats in next year's campaign.

To this proposition of Mr. Williams, quickly came the response from the Chairman of the Ways and Means Committee that whatever the Republicans might do about tariff revision hereafter, they did not intend to permit any revision of the tariff or any ratification of reciprocity treaties on the eve of a Presidential election, and that no resolution looking to the reassembling of the High Joint Commission would be reported to the House by his Committee.

But Mr. Payne probably did not include the Philippine bill in the prohibited measures. Senator Foraker has asserted in an interview published a day or two since in a daily paper in this city, that the majority in Congress stand ready not only to talk tariff revision, but to act on a radical reduction of the Philippine tariff.

It may be stated without a doubt that the President intends to urge upon the administration leaders in the House the necessity for a sweeping reduction in that tariff to the extent at least of cutting the rates on sugar and tobacco in half, with much greater reductions along other lines.

It is not expected that this subject will be brought before Congress until January, when Governor Taft is expected to be here to assist the President and the present Secretary of War in their efforts to bring about such legislation.

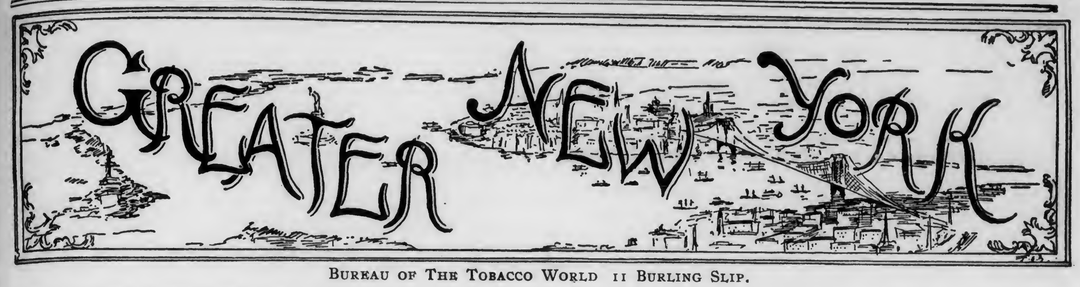
A prominent member of the majority side of the House tells me to-day that conferences will be held next week or the week after to determine whether there will be a Philippines tariff-reduction bill. Such a bill must originate in the lower body, although after it is acted upon it will be competent for a similar measure to be offered in the Senate. The House Republicans will confer among themselves as to the advisability of offering the bill at the coming session. The gentleman quoted declares that the feeling in favor of doing justice to the Philippines is just as friendly in the House as in the Senate, but when it comes to a decision the question which will confront the House managers will be one of practical politics within their own party, namely, whether the offering of a bill reducing the Philippines tariff will lead to a repetition of the fight within the Republican party similar to the contest which was waged over the Porto Rican bill and over Cuban reciprocity.

The Republican members of both houses of Congress representing the sugar and tobacco producing interests are already entering their protests and assert that they will oppose any such reduction to the bitter end but the President brought the House over from a similar position on the Cuban question, and he may be able to do the same again.

ANNEXATION OF CUBA.

Mr. E. Ferrer, an extensive sugar planter of Santa Clara province, Cuba, who has been in Washington for some time, said to-day that Cuba does not want annexation at this time. The gentleman is himself a Cuban by birth, but a citizen of the United States, and declares that his most earnest wish is that the day may speedily arrive for the annexation of the island. At the same time he says that the masses of Cuba do not share this feeling, and the policy of the present government has been against the annexation idea.

He believes, however, that there are influences at work that will in time effect a change in the minds of Cubans and will make them favor the idea of giving up their separate nationality. One of these factors is the spread of the English language. The other cause is to be found in the growth of commerce between the two countries, and when these two have increased, as they will in a few years, according to Mr. Ferrer, we shall have Cuba asking for annexation.



BUREAU OF THE TOBACCO WORLD 11 BURLING SLIP.

Many a cigarmaker in New York has had an experience more or less similar to that described in an article in a recent issue of the St. Louis Chronicle. How would a new Richard Croker cigar sell now? The name as a new one, would be a hoodoo today, although it might have been a great winner of trade up to the time Von Wyck's connection with the ice-trust began the downfall of Crokerism. The Seth Low cigar has many friends and the name undoubtedly helped to win them, but now that Low is down, and will soon be out, the cigar stands on its merits alone and the name helps it not in the least. All over New York are politicians who are sometimes in state and city positions where their names go far to help a cigar named for them. At other times a street cleaner or an employe of the Department of Health or the Department of Highways would feel that he was risking his job if he called for a cigar which he previously had almost felt compelled to buy in preference to all others. The up and downs of politicians bring ups and downs to cigars bearing their names and packed in boxes bearing their pictures. The article above referred to illustrates very clearly this condition of affairs. It follows:

How fleeting is fame!

When a man has a stove polish, soap or a cigar named after him, he is generally supposed to have reached the pinnacle of earthly greatness. But this particular brand of fame is a tricky jade. Witnesseth the rise and fall of Police Capt. Boyd.

A few months ago a cigar manufacturer on South Broadway determined to make a new kind of 5-cent cigar and give it a name that would make it sell. He let his mind wander over the local celebrities. There were many, but he could think of none greater, more powerful or well beloved than Capt. Boyd.

So the cigarmaker named his cigar "Our Favorite," and caused to be pasted on the cover of the box a handsome half-tone of the gallant captain.

"Our Favorite" was a seller. Whether or not it was a good cigar is neither here nor there; the name sold it.

But of a sudden the cigar refused to sell. "Our Favorite" fell into disfavor. It is no more to be seen in the cigarmaker's display window. The cigarmaker is sad.

When asked to give a reason for the look of gloom in his face he points to "Our Favorite" and says: "Sam Boyd, he got into some troubles. He vas in some naturalization frauds mixed up. Der Grand Jury him did indict. Der poys vill nod smoke 'Our Favorite.' I hadt ten men vorking on 'Our Favorite' all der time, bud now I nod heem any more yet. Vonce I sell two huntret tousand in von mont'. Now I can nod sell von in two huntret tousand mont's."

***

Last May a consignment of cigars reached Preston, Minn., addressed to the Mercantile Cigar Co., and for a long time no one appeared to claim the goods.

Recently it developed that they were sent out by a firm in New York which subsequently failed. It is said this firm had shipped cigars all over the country, with the probable intention of quietly gathering them up again.

But a few days ago a revenue officer took possession of the goods, which he sold to a local firm. He informed a local reporter that cigars of the value of $83,000, similarly shipped by the same firm, had been found in various parts of the country.

***

At the corner of 38th street and Broadway there is displayed in the window of a cigar store a frame such as is used for pictures, behind the glass in which is shown a $10 bill together with an announcement that on December 24 whoever, among the smokers of certain brands, has registered the guess nearest to the number of the bill—the number being hidden by slips of black paper—will be given the money. In all probability the offer is made in good faith and will be honorably fulfilled, but what certainty has any of the guessers that it has been so made and will be so kept? Whoever prepared the bill for exhibition knows the number, and it would be a very simple thing to give a sure-thing tip to some friend. Nobody who does not personally know the dealer, and feel confident that the award would be made in all honesty, would be apt to have his patronage influenced in the least by the offer. A scheme of the kind undoubtedly would boost trade in a store in a small city or an out-of-the-way section of a large city, where there are few customers other than regular ones and where the dealer is believed by all his regular patrons to be thoroughly honest. In that case the winner would be known to a large majority of the unsuccessful guessers but on Broadway, where a very large proportion of the trade is transient, and where a dealer is personally known to few of his customers, there is too much possibility of underhand dealing to have the announcement amount to much as a trade winner.

***

The returns to the office of the commissioner of internal revenue show plainly enough that many of the cigar factories in this State are of very small capacity, with a limited product, of course. This is especially the case here in New York City, where in some sections little "hole-in-the wall" establishments are in frequent evidence, the manufacturer in many instances retailing his entire product on the premises. There are fastidious smokers, indeed, who insist that better cigars can be had in these little factories than can be found in the average establishment where such things are retailed; they generally qualify the statement, however, with an "if you only know where to go"—but that sort of knowledge requires the expenditure of much time and trouble in the acquisition, not to mention the actual money expense involved or the hazards of the experiments. The pretentious shops are not likely to lose any trade through the existence of such widely-scattered establishments turning out reputedly "par excellence" cigars.

***

One illustration of the effect which newspaper statements concerning the immense wealth of multi-millionaires and the stupendous amounts of capital of many of the trusts have on the public mind is shown in the fact that nearly every newspaper in the country recently printed, without investigation, a report that a New York company had pledged itself to advance $7,500,000 to the Burley Tobacco Growers' Association, which has headquarters in Lexington, Ky., provided the association would raise $2,500,000. As the money was to be used, the reports stated, in buying up the Burley crop in order to prevent the Trust from forcing prices down, the assertion was absurd on its face. Of the leading tobacco trade publications The Tobacco World was the only one which gave no aid in circulation of the preposterous statements. Although to some people a matter of ten million dollars may be a mere bagatelle, to the average newspaper man it represents at least several weeks' salary. However that may be, the story running the rounds of the press was not investigated for several days, but finally some enterprising journalist, who realizes that ten million dollar transactions are not every day occurrences, discovered that there was no company in New York with the name given in the press dispatches, and he printed the fact. No well managed newspaper ever denies anything it has printed unless there are reasons stronger than that of having been in error, and as a result the Burley Growers' Association is generally believed throughout the country to have a very much stronger financial backing than it has in fact. After a recent meeting of the association, the president, W. B. Hawkins, said: "In every business undertaking, and especially one of such scope as this, there are necessarily some business secrets that are not for publication. In many recent publications was a statement wholly unauthorized by me, or anyone else so far as I know, about what an immense sum of money we had now at hand, and which tends to make both myself and the association appear in a ridiculous light before the public. We are making an honest effort in a great, big enterprise from patriotic motives, and we intend to make it a success. This can best be done by not telling too much to newspapers."

***

The newly incorporated S. Ruppin Co. is to have its principal office in New York City and has a capital of $100,000, which will be used in dealing in tobacco. The incorporators and directors for the first year are Max Meyer, S. Mendelsohn and S. Ruppin, all of New York city.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of *Sumatra Tobacco,* New York 144 Maiden Lane. Amsterdam. Trascati.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
125 MAIDEN LANE
NEW YORK.
HAVANA, CUBA

HAVANA TOBACCO COMPANY
TRADE MARK
111 Fifth Avenue, NEW YORK
SELLING AGENTS for these Brands of Imported Havana Cigars:
La Flor de Henry Clay — La Carolina — La Africana
La Espanola — La Flor de Yncian — Manuel Garcia Alonso
La Corona — La Vencedora — La Antiguedad
La Flor de Naves — El Aguila de Oro — La Comercial
La Flor de Cuba — La Intimidad — La Flor de Murias
La Meridiana — La Rosa de Santiago — La Rosa Aromatica
A. de Villar y Villar — Estella — J. S. Murias y Ca.
H. de Cabanas y Carbajal.

LEOPOLD SCHMID — FRANK LANGE
L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH, ENOS SMITH — NEW YORK.

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. *NEW YORK.*

JOS. S. GANS — MOSES J. GANS — JEROME WALLER — EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS — Telephone: 2567 John — ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

ROTHSCHILD & BRO
194 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

E. A. SCHOENER. — CABLE ADDRESS "TACHUELA"
H. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
189 WATER STREET,
NEW YORK.

PHILADELPHIA

SMUGGLED CIGARS? NO!

Retail cigar dealers should warn those of their customers who are likely to be the victims of swindlers who try to sell cigars which are represented to be smuggled. The fraud is an old one, but will be worked as long as there are men who can be made to believe the story even when every box so offered for sale bears such evidence of being filled with domestic cigars that any man of average intelligence should be able to detect at once the attempt at swindling. At this season of the year the temptation to work the fraud is particularly great, as many employers make a practice of giving a box or a bundle of cigars to each employe as a Christmas gift. A manufacturer of house-builders' supplies who does business within a block of the office of The Tobacco World now has six hundred cigars which he bought a few days at $3.50 a hundred and which he would be glad to dispose of at half that price or even less. He bought them from a man who represented himself to be a Spanish sailor and who represented the cigars to be smuggled and to be worth $8 a hundred. The boxes were branded with a New York factory number and have caution notices containing the same number, and also have internal revenue stamps. They were legally packed domestic cigars of very poor tobacco and anybody who knows anything about the cigar business would, on giving them a glance, laugh at any statement that they had been smuggled. Nevertheless, in the case spoken of above, the man's appearance and speech, and the cautious manner in which he acted when making the sale, were sufficient to make his story believed. Some of the cigars will burn and draw and others will not. In warning their patrons against such fakes dealers should tell them to suspect any cigars represented as smuggled if they are in stamped boxes. Absence of a stamp from a box is no proof that the contents are smuggled, but it is proof that the would-be seller is taking big risks. The internal revenue laws do not punish a man for lying, but they punish the sale of unstamped cigars to an extent which make the profits on selling smuggled cigars nothing in comparison to the penalty incurred.

ADDRESS BY A CLERGYMAN.

In announcing a gathering in the interests of cigar dealers who want to do business on Sunday, a circular as follows has been issued:

LET US
REASON TOGETHER

A meeting will be held in Industrial Hall, Broad Street, above Vine on Thursday evening, December 10th, 8 o'clock.

All lovers of justice are earnestly and respectfully invited to attend. This meeting is for the purpose of Opposing Persecution.

Rev. A. H. Lewis, of Plainfield, N. J., and others will address the meeting.

F. B. ROBERTSON,
Chairman.

1133 Ridge Ave., Phila., Pa.

DUMMY BOXES IN WINDOWS.

For several days last week there was in the window of Moore's Cigar Shop on Filbert street, opposite City Hall, a display advertising one brand of cigars. Several boxes were shown opened with their contents exposed, and above them was an arch composed of eighteen empty and unstamped boxes bearing the same labels, and supported by a dozen boxes, also empty and unstamped, and bearing similar labels. The impression given by the display was that there were between one thousand and two thousand cigars of one kind displayed in the window, whereas, as a matter of fact, there were only a few hundreds. This method of advertising with dummy boxes is very attractive and effective. It is also perfectly legal, but it has not the approval of the revenue authorities. Not only is such approval withheld, but there is a disposition among the officers at Washington to discourage displays of the kind in every way possible. In a circular on the subject, recently issued, appears the following:

"To all outward appearances these dummies contain cigars packed in boxes without being labeled, branded and stamped, as required by law, and internal revenue officers, in order to satisfy themselves that the law is not being violated, will be justified in opening and examining every such box wherever found. This will cause the dealers great annoyance in having their displays disturbed and the boxes opened, and for this reason their use should be discouraged. Dealers should be advised of the objectionable character of such boxes for display purposes, and be requested to abandon their use."

Considerable time and labor was necessary to construct the arch above spoken of, and the fact that it was allowed to remain undisturbed until a change of window display was desired by the proprietor indicates that the local internal revenue officers are not disposed to interfere with business enterprise, unless they have good reason to suspect violation of law.

WHAT THE GRAND JURY SAYS.

A recent presentment to the Court of Quarter Sessions by the Grand Jury includes the following paragraph.

"A word in reference to the prosecution of so many storekeepers charged with violating the Sunday law will not be out of place. We do not regard it just and proper on the part of the Sabbath Association to prosecute, and we might say persecute, the cigar and candy dealer for selling on Sunday, as many of those dealers are dependent on that day for what little business they do. To be subjected to arrest and the imposition of a fine is not morally right."

REVENUE REPORT DELAYED.

Usually the totals of the monthly sales of internal revenue stamps in Philadelphia are reported to the Collector by the chief of the stamp-sale division by the sixth or seventh of the succeeding month. The totals for November have not yet been reported, however. On Tuesday, when a representative of The Tobacco World called at the revenue office he was informed that, owing to the illness of one of the clerks, the figures could not be made public until a couple of days later.

BOYCOTTERS ARRESTED.

The local cigarette union declared a boycott about a month ago against Louis Blieman, who has a small cigarette factory at 304 North Second street. To make the boycott as effective as possible two of the girl members were detailed to stand all day in front of the store and factory and to hand to everybody who entered a boycotting circular. Every day for three weeks two new girls went on duty, and, in many instances, they not only gave out circulars but they cried "Scab cigarettes!" and plucked cigarettes from the lips of men coming out of the store. Blieman's patience finally was exhausted and he had two of the girls, Rosa Leshner, aged eighteen, of 722 Race street, and Ida Schmuglin, aged seventeen, of 524 Cypress street, placed under arrest. Magistrate Scott held the girls under bonds of $400 each on charges of criminal libel and conspiracy to injury the business of the complainant.

IMPORTANT BUSINESS CHANGE.

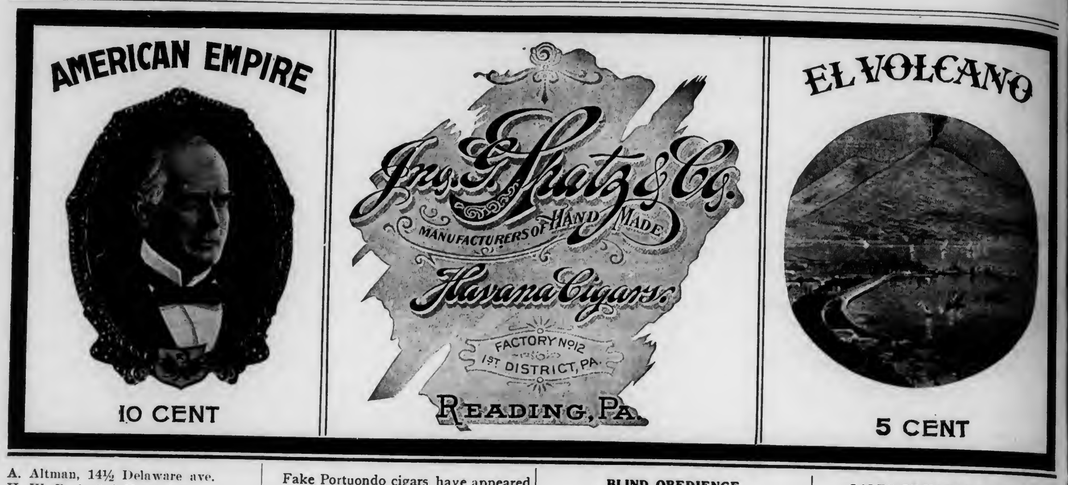
B. Liberman is to make an important business change on January 1, discontinuing his leaf-jobbing business and entering into partnership with his brother, Isadore Liberman, the partnership to be in supplying leaf tobacco to large buyers and in the business of the Liberman Manufacturing Co., which, as is well known, makes suction and branding machines and cigarmakers' tools. B. Liberman is now offering his entire stock for sale at actual cost, as will be seen in an advertisment on another page of The Tobacco World. Earlyin Januaryone of the brothers will go to Europe on business for the new concern.

FINED FOR SUNDAY SELLING.

Last Thursday Magistrate South heard not only the cases of cigar dealers who were accused of selling the preceding Sunday but also heard several cases which had been postponed from the preceding week. In several instances, consequently, dealers were obliged to pay two or more fines each, as shown in the following lists:

I. Ausprung, 109 South 11th.
Charles Burke, 131 North 9th.
J. Bayuk, 129 South 10th.
J. G. Blanco, 1100 Arch.
P. Boueus, 137 North Broad.
J. Bayuk, 6th and Walnut.
C. D. Cassady, 11th and Walnut.
Irwin Deitrick, 225 South Broad.
Stanley Field, 232 South 10th.
Catharine Frontz, 1378 Ridge ave.
J. P. Farmakis, 701 Market.
J. P. Farmakis, 208 North 8th.
P. D. Farmakis, 9 Market.
J. B. Farmakis, 1211 Market.
J. Georgitsos, 105 Market.
A. F. Greene, 264 South 11th.
A. Greenberg, 223 South Broad.
Morris Goldberg, 7th and Arch.
B. Geiger, 325 North Broad.
Gustave Hoch, 248 North 8th.
S. G. Lee, 8 South Delaware ave.
B. Lefschutz, 44 North 12th.
M. J. Lifshetz, 1001 Arch.
C. P. Mund, 1223 Market.
C. A. Natter, 12th and Locust.
J. Pot, 247 South 11th.
E. C. Robine, 38 North Broad.
A. Range, 100 South Delaware ave.
A. Range, 2 Market.
C. K. Sterner, 418 Market.
J. M. Stoever, Broad St. R. R. Sta.
J. Smedley, 1433 Filbert.
E. C. Sterner, 20 North 12th.
A. Schwartz, 246 Arch.
George D. Scull, 1385 Ridge ave.
P. Seigal, 1104 Locust.
Wolf Shaffer, 1348 Ridge ave.
Joseph Way, 1105 Market.
Jacob Weiner, 10 North 11th.
S. Zavakos, 637 Market.

William Adler, 225 North 10th.
J. Ausspruvey, 109 South 11th.



A. Altman, 14½ Delaware ave.
H. W. Beck, 246 North 8th.
Charles Burke, 131 North 9th.
J. G. Blanco, 1100 Arch.
J. Bayuk, 129 South 10th.
J. Bayuk, 6th and Walnut.
Cornelius D. Cassady, 11th & Walnut.
William Catlen, 144 North 8th.
Irwin Deitrich, 225 South Broad.
S. Edelschein, 209 South 10th.
D. Forman, 10th and Race.
M. Fudenecht, 251 North 9th.
Charles Fife, 221 South 8th.
A. H. Faust, 229 North 9th.
J. P. Farmakis, 208 North 8th.
J. P. Farmakis, 701 Market.
P. D. Farmakis, 9 Market.
J. B. Farmakis, 1211 Market.
A. F. Green, 264 South 10th.
J. Georgitsos, 105 Market.
A. Greenberg, 223 South Broad.
L. S. Green, 40 South Broad.
Gustave Hoch, 248 South Broad.
H. Konesky, 9th and Locust.
M. I. Lipshetz, 1001 Arch.
A. H. Lauer, 8th and Walnut.
T. K. Linton, 261 South 12th.
U. G. Lee, 8 South Delaware ave.
C. P. Mund, 1223 Market.
C. A. Netter, 12th and Locust.
Jacob Pot, 247 South 11th.
Abraham Rottenberg, 242 South 9th.
E. C. Rahme, 38 North Broad.
A. Runge, 100 South Delaware ave.
A. Runge, 2 Market.
J. Smedley, 1433 Filbert.
D. M. Schueger, 252 North 10th.
Samuel Smith, 1407 Filbert.
P. Segal, 1104 Locust.
J. M. Stoever, Broad St. R. R. Sta.
Joseph Way, 1105 Market.
J. Weiner, 10 North 11th.
Union News Co., Pennsylvania R. R. Station.

MOSTLY PERSONAL.

R. Mayland has vacated the store 140 N. Broad street and moved to 1038 Wolf street.

A new cigar from the Tampa factory of the Theobald & Oppenheimer Co. is the Fortune Queen.

William E. Dotts, of Dotts & Keely, found conditions very satisfactory during his recent trip among the firm's customers in Lancaster and Berks counties.

Charles M. Hipple, of Hipple Brothers, has bought for $5,000 the residence No. 1157 North Sixty-second street, from John C. Stevens. The lot has a frontage of thirty feet and is one hundred and forty feet deep.

Fake Portuondo cigars have appeared in Southern California and the manufacturers of these counterfeits have been warned by Vicente Portuondo that prosecution will follow continued use of the fraudulent labels.

There have been almost no travelers for Havana and Key West manufacturers in Philadelphia the past week or ten days. Retailers gave their holiday orders some weeks ago and are now devoting their attention to selling.

PHILADELPHIA LEAF MARKET

"Nothing doing" would be hardly a fair statement to make about the local leaf market but, as a matter of fact, there is very little doing. Retail dealers are busy with the holiday trade, manufacturers have about finished supplying stock for that class of business and, until smokers have made considerable progress in consuming their Christmas supplies conditions on the leaf market will probably remain much as they are now. Prices remain firm, however.

Cigarmakers Not Needed.

The idea that there is a large demand for cigarmakers at St. Louis, on account of the approaching World's Fair, is dispelled by a communication from Secretary Mueller of the St. Louis local to the official journal of the Cigarmakers' International Union, in which the secretary writes: "We further desire to state that any amount of members have come here in the past and were disappointed at not finding jobs awaiting their arrival."

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

JOB LOTS OF CIGARS WANTED for sale by a prominent brokerage firm. Any quantity. Prices must be low and goods salable. Address Box 22, Care of The Tobacco World, Philada. 10 21-11t.

CIGAR MANUFACTURER desiring to extend business wishes experienced partner controlling good city trade. C. K. STERNER, 418 Market street, Phila. 1t

BLIND OBEDIENCE.

What William H. Butler Expected From Other Directors.

Vice Chancellor Reed began to take testimony in Newark Monday in the final hearing on the application of Edwin A. McAlpin and other stockholders of the Universal Tobacco Company for a receivership for the company. In opening, Judge Collins said there would be a return today on a motion to compel the company to produce its books in court. He understood, however, that the defence was ready to produce any books necessary. Mr. Peckham said that the defense was ready to obey any order of the court for the production of any books that might be needed by any witness to refresh his memory, but the defendants had not promised to bring the books in court for general inspection.

Mr. Peckham objected to any adjournment, and Mr. Davies then agreed that the hearing should go on.

Frederick W. Galbraith, of East Orange, formerly secretary and treasurer of the company, testified that William H. Butler dominated the company. Mr. Butler had told him, he said, that he would not have a man on the board of directors who would not vote with him. On one occasion, the witness testified, Mr. Butler told him he was going to sell a lot of stock to his brother, George P. Butler, at $3 a share. The witness told him he could not have his vote, as the stock should bring $10 a share. Mr. Butler answered: "I am going to sell the stock, and I don't care whether you vote with me or not."

Mr. Galbraith further testified that he had never bought or paid for any stock of the company. He said that ten shares were given to him by William H. Butler, but he had them only long enough to sign his name in blank. He testified that he had heard Mr. Butler say that he (Butler) would smash everything that Frank Tilford and Henry B. Wilson had. Tilford and Wilson had refused to resign from the directorate of the company.

SALES OF HAVANA CIGARS.

Opinions Concerning the Effects of Cuban Reciprocity.

Differences of opinion exist among New York tobacco brokers and manufacturers as to the probable effect of the Cuban treaty, if adopted. Isaac S. Waters of 128 Water street said:

"There are some cigar manufacturers who think that their business will be injured by the reduction of duty. I know of some who think seriously of moving to Cuba and making cigars there for export to this country. When the duty is reduced they expect that the price of Havana cigars will be reduced to the consumers in the United States, and consequently there will be less demand for domestic cigars. There are people who will buy a foreign cigar in preference to a domestic one, even if the former be inferior. By moving to Cuba, an American manufacturer would be close to the raw material market, and his product would have the preference that goes with a foreign brand.

"For my part, I do not expect the treaty to make as much difference in the trade here as some people think it will. The 20 per cent. reduction in the tariff will not all go to the consumers.

"The history of similar reductions in other lines indicates to me that the amount will be divided between the Cuban planter, the importer, manufacturer and consumer.

"We can really only guess as to these matters until the treaty becomes operative. As to the effect upon the growers in Ohio, Wisconsin, Pennsylvania, New York, and other States, there is equal uncertainty. This tobacco goes largely into the five-cent cigars, but some of it is used in better grades, and is really equal to Havana fillers. With Cuban tobacco entered here more cheaply some think the consumption of the domestic product will be lessened, but that may be a mistaken idea, and nobody can be sure in advance of what will happen under the new arrangement if the treaty passes."

Another dealer said: "It is likely that Havana cigars now sold at two for 25 cents retail, will sell for 10 cents straight if the treaty passes."

Cigar Factory Destroyed.

Washington, Pa., Dec. 8.—The two-story block on Jefferson avenue, owned by J. C. Knox and occupied by G. D. Carpenter, plumber; Curran & Alder, confectionery, and G. Whiting, cigar dealer, was destroyed by fire early to-day entailing a loss of about $15,000.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.
E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in Leaf Tobacco
Lancaster, Pa.

J. W. BRENNEMANN,
Packer of and Dealer in
Leaf Tobacco
MAIN OFFICE,
Millersville, Pa.

United 'Phone { No. 931 A, Millersville. No. 1803, Lancaster.
Lancaster Office, 110-112 W. WALNUT STREET

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

Menno M. Fry & Co.
Packers of and Dealers in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

IRREGULAR PAGINATION

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five - Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON, Factory Representative for Penna. 1133 Ridge Avenue, Phila.

E. RENNINGER,
Established 1889.
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P WISKBURN, LOUIS BUEHL,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

A sure cure for Dry Cigars and Tobacco.
A cure for foul slimy, Sponge, Cotton and Felt.
The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and this principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.
Nos. 1 and 2 represent show case moistenners (for every 2 feet) to hang above the retail stock.
No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities.
No. 2 for tobacco pails. No. 4, Pans 14x12x3½ to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 14x7x1½ for each wall case shelf; 9x18x40 for box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.
O. R. RICE & CO., 102 East 14th Street, NEW YORK.

Lancaster's Enterprise.

Preparing for a Display at the Louisiana Purchase Exposition.

Lancaster, Pa., Dec. 7, 1903.

The past week was another quiet one in the local leaf trade; that is to say, trading was confined almost wholly to small lots.

The buying of the 1903 crop has practically ceased for the present, owing to prices asked for the crops by the various farmers. The 1902 crop showed considerable damage when sampled, and the new crop is regarded by buyers generally, who have so far been in the field, as inferior to the 1902.

Although most cigar factories in the district appear fairly busy, there was a considerable falling off in the Internal Revenue receipts of November, as compared with October. This fact alone is not particularly surprising, for it has been observed that for many years past the output during November is invariably less than that of October. The greater surprise was in the output for October, which was not as great as many anticipated. The decrease for November as compared with October was about $18,000, or 6,000,000 cigars in this district.

Levi Myers, who has been connected with the leaf trade here since 1886, died at his home, 218 North Mary street, on Tuesday last, from acute indigestion. Deceased was about 68 years of age. A wife, two sons and one daughter survive him.

Menno M. Fry, of the extensive leaf packing firm of M. M. Fry & Co., is sojourning in North Carolina, for the benefit of his health, which is reported to be improving very rapidly. He will probably remain in the South until after New Year.

The Iona Tobacco Company, conducted at 228 West Grant street, by J. H. Greenly, of Neffsville, this county, was damaged last week to the extent of about $500 by water which flowed over the building. The flooding is believed to have been the work of a vandal, who effected an entrance to the building and turned on all the water spigots in the place in the night. The fact was not discovered until the next morning. Mr. Greenly has some suspicion of someone and has interviewed the detective bureau. If a clear case can be made someone is likely to be vigorously prosecuted.

P. E. Shirk, of Blue Ball, Lancaster county, manufacturer of the Daisy Scrap tobacco cutter and other special machinery for cigar manufacturers, had his shop robbed last week of some tools and miscellaneous articles, which did not, however, amount to a great deal in the aggregate. It is supposed to have been the act of a tramp burglar.

A joint committee composed of members of the Lancaster County Tobacco Growers' Association, and the Lancaster Leaf Tobacco Board of Trade last week met J. H. Lambert, a member of the Pennsylvania Commission of the St. Louis Louisiana Purchase Exposition. Capt. John R. Bricker, of Lititz, and B. Ezra Herr, of West Willow, represented the Growers' Association, and I. H. Weaver, the Lancaster Leaf Tobacco Board of Trade. After considerable discussion it was decided that the growers should be provided with a practically constructed place of exhibit, with a practical, experienced man in charge. For the Packers' and Dealers' exhibit glass cases will be made in Lancaster, in such a way as to demonstrate the art of packing tobacco.

The output of cigars in this district during the month of November, as given out by Collector H. L. Hershey was: 65,700,000, a decrease of 5,300,000, as compared with November of 1902.

A. D. Killheffer, proprietor of the Eureka Cigar Factory, at Millersville, reports that he has all he can do, his only difficulty being the getting of enough cigar makers to turn out the product required by his trade, which is constantly growing.

There is perhaps not another manufacturer in the district who has pushed his special line more than P. W. Fry has done this year, with apparently marvelous success. His 3-I-C (3 for 5) is to-day known in the principal sections where pouch goods are selling, and is becoming the leader in its line. Mr. Fry is himself well known to the jobbing trade throughout many States, and his visits are being followed up by his son, Allan, who is becoming a favorite with the trade, as is his genial father, who paved the way for him.

Reading's Revenues.

Satisfactory to All Concerned, and Particularly Gratifying to Some.

Reading, Pa., Dec. 7, 1903.

The increased activity in many local industries of Reading has been heralded with much gratification, as it is believed that it will greatly benefit local manufacturers of cigars and tobacco as well as the jobbers and dealers. One tobacco manufacturing concern of this city reports that the weekly sales of their goods in this city which are, however, said to be but a small portion of their business, has increased over 50 per cent., as compared with what it was when they bought the brands upon commencing business two months ago. They attribute this increase partially to the improved quality of the goods, and partially to the greater exploitation given them.

John U. Fehr & Son are now comfortably housed in their new warehouse at Seventh and Franklin streets. They will now confine themselves entirely to the leaf business, having sold the jobbing business at 1021 Chestnut street, to Mr. George Gries, who is a son-in-law of John U. Fehr, and who will continue at the old address.

Barney Livingston, who is already well and favorably known to the trade here, has again visited the city, having resumed his old line of work, and again represents Newgass & Greenhut, having formerly been with the firm's predecessors, L. Newgass & Co., for some years.

The cigar factories of Yocum Bros., E. E. Kahler and John G. Spatz & Co., are very busy at present. Mr. Spatz, of the latter firm, recently wrote the office from Denver, Col., that their trade there was in a thoroughly healthy condition, and that he had found practically the same conditions prevailing all along the line. He will have visited all the principal Western points before returning.

Swindling in York.

Serious Loss Occasioned Leaf Packer Through Dishonest Merchant.

York, Pa., Dec. 7, 1903.

Myer Fink, a York clothing merchant, has disappeared, owing Augustus Sonneman, packer of leaf tobacco, $7,600. Before his disappearance Fink forged the tobacco packer's name to a $4,000 note. Bankruptcy proceedings have been instituted.

The first meeting of the creditors of the La Buta Cigar Co., assigned for last Friday, resulted in the selection of Jno. F. Kell as trustee. Later the creditors approved the selection of three appraisers. Those selected were D. A. Shreiver, leaf tobacco dealer, Harry Wisoutzkey, an attache of Kauffman's box factory, and S. Nagle, formerly foreman in the La Buta Cigar Factory.

W. H. Snyder, a manufacturer in Windsor, has associated with himself Hiram Martin, at one time proprietor of the Windsor Stage line. The new firm's style is W. H. Snyder & Co.

The only cigar box factory in Windsor, operated by W. E. Shepp, has been closed by the sheriff. The sale occurred last Saturday. A more modern and complete factory will be in operation shortly, under the management of Chas. Kohler, of Dallastown, and Sam L. Tschop, a cigar manufacturer in Windsor.

The "Bob-Bow-Man," a five-cent all Havana production of Geo. W. Bowman & Co., Hanover, Pa., is making its debut to York smokers. Its initial success in Hanover is verified by the report of thirty accounts secured by the jobbers, Ehrhart & Conrad, in a remarkably short time. The local jobber is S. H. Myers, cigar merchant on North George street, who has exclusive control for the city.

D. S. Detweiler, the Wrightsville packer, reports the shipment of a large consignment of tobacco to a Philadelphia firm last Friday.

The cigar interests of E. S. Egger & Co., from whom the union label was taken some time ago, have been purchased by Bowman & Huff.

The season for cigar salesmen's visits in order to adjust accounts with manufacturers approaches, occasioning the presence here of L. L. Schloss, Chicago, Ill.; W. H. Nye, of Kansas City, Mo.; M. Rosenthal, of Rosenthal Bros., New York; Chas. Donovan, of the Chas. Donovan Cigar Co., Sioux City, Ia., and M. Kruse, from the Baltimore Bargain House.

NEWSPAPER ABSURDITIES.

Specimens of the Rot Which Frequently Appears in the Dailies.

On their face very many of the articles which appear in the daily papers are works of the imagination of people who do not even care for plausibility. Nevertheless, they are occasionally cleverly written. Following are a couple of specimens in recent Philadelphia issues:

[From the Evening Telegraph.]

Ever heard of a Bluey Party? Perhaps you have not, gracious reader, but nevertheless it is the name given nowadays by the gentler sex to what men style a smoker. I looked through compendium after compendium for light, but failed at every turn. Many sleepless nights I spent also trying to fathom the mysterious "Bluey." I prayed to every saint in the category, but, alas! none of them seemed able to ease my mental perturbation.

Almost despairing of a final solution of the word, I decided to gain access, if possible, to a room in a most respectable section of the city where I knew a lot of young girls held club meetings. A negress was engaged to keep the place in order, and I resorted to the mean practice of bribery. For $2 and a promise to "lie low and keep quiet" I was secreted in an unused cupboard in the club room on the night of its last meeting. I was admitted to the headquarters before the girls arrived, of course, and locked in the closet. Soon the members of the club arrived. The doors were securely fastened and the meeting was in order.

The chairman, or "chairwoman," to be more exact, in quiet but distinguishable terms recalled a few motions that had not been disposed of at the last convention. One had been a movement to purchase "all our cigarettes from one firm, to keep the object of the 'Bluey' an everlasting secret."

That was sufficient for me, but not all. Before I was released from that cupboard, ladies and gentlemen, I had inhaled enough smoke to kill an ordinary man. The "Bluey" secret was out, however, and I rejoice to announce it to the public.

[From the Record.]

Washington, D. C., Dec. 6.—Servant girls here claim that the man who makes his cigarettes doubles their work. They assert the fine tobacco drops down into the carpets, rugs and crevices in the floor and that it requires unusual exertion to clean it out. The servants not only absolutely refuse to longer work at places they have, but before entering service again ask the specific question: "Does anybody living in this house make his own cigarettes?"

Whether the servants are to get coupons or a percentage of the increase sale of manufactured cigarettes is not known.

How about your Stock of Revenue Books ?

WE can furnish the latest Revised
Cigar Manufacturers, Leaf Dealers, and Tobacco Mfrs.' Books.
They are made of good paper, have the best binding and will therefore give best results to the user.
We furnish these books with your advertisement on front cover in large and attractive design and at a price that will get your order.
Do you know that a REVENUE BOOK is the best advertisement for a CIGAR BOX MANUFACTURER or LEAF DEALER?
A GOOD CHRISTMAS PRESENT.
Better and Cheaper than a Calendar
Your customers will use it every day, the gift is appreciated and he must have it. It reminds him of your firm every day.
That's the idea of advertising.
Let us quote you prices and furnish you samples.
WHY do we sell more Revenue Books to the tobacco trade than all other makers combined?
The Sternberg Mfg. Co.
Davenport, Iowa, U. S. A.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. JOHN E. OLP, Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—Established 1866—
JOHN SLATER & CO.
Makers of Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO., Lancaster, Pa.

Internal Revenue Rulings.

Washington, D. C., Dec. 5.

MATCHES WITH CIGARS.

The inventor of the device which is described as a small match attached to each cigar by means of an ordinary paper band on which is printed the name of the brand of cigars has this week submitted a carefully prepared brief to Commissioner Yerkes in the endeavor to obtain a ruling from the Internal Revenue Bureau permitting the use of his device in packages and boxes of cigars.

In the brief submitted the inventor contends that the amendment to section 3394 R. S. contained in section 2, of the act of July 1, 1902, repealed in effect the former amendment of the same section contained in section 10 of the act of July 24, 1897.

The Internal Revenue Bureau, however, has taken an entirely different view, as is clearly shown in the regulations issued by Mr. Yerkes to take effect the first day of the present fiscal year. In his reply to the brief Mr. Yerkes quotes the following paragraph from the report of the Committee on Ways and Means made at the time the amendment in question was reported to the House:

"The amendment proposed by the Committee provides a uniform rule for the treatment of cigars, cigarettes, smoking and plug tobacco, and with reference to the exclusion of obscene and immoral pictures; and it extends the anti-lottery laws to all classes of tobacco."

And further:

"The amendment proposed does not in any way affect the revenue, and the committee think it will encourage competition by the legitimate use of tags and coupons and will prevent the use of obscene pictures and objectionable matter in all grades of tobacco."

While the language of this amendment refers to tobacco and cigarettes only, it is held that the amendment of July 1, 1902, in effect extends the prohibition found in the previous amendment to packages of cigars as well.

Mr. Yerkes says further that the enactment of the amendment to section 3394 by the act of July 24, 1897, was made necessary from the fact that the practice of manufacturers of tobacco, snuff and cigars of loading their statutory packages with foreign articles had grown to an abuse of the privilege and a menace to the proper supervision of the taxable products and the collection of the tax.

Holding these views, the Commissioner states that he is therefore under the necessity of refusing his approval of the match attachment device for cigars.

INCREASE OF BONDS.

A collector asks to be instructed in the matter of requiring increased bonds from tobacco manufacturers who have increased the number of hands and added machines above the number stated in their present bonds and statements.

He was advised that the sum of the bonds of the manufacturer is fixed according to the amount of business proposed to be done by the manufacturer, and the bond may be increased from time to time in the discretion of the collector. If the present bonds of these manufacturers fully cover their proposed increase in business and the collector is assured of the continued responsibility of the sureties no new bonds need be required, but the assent of the sureties to the conditions of the new statement should be increased on the present bonds. The manufacturers in such cases should each be required to file a new statement to include the additional machinery and the increased number of hands, and the collector would issue a new certificate of registry in consequence of this action.

Connecticut at St. Louis.

[From The Hartford Post]

Senator Wilcox, president of the Connecticut commission for the St. Louis exposition, Edmund Halliday of Suffield, chairman of the committee on tobacco exhibit and Charles A. Thompson, chairman of the committee on farm products, held a conference today at the office of the commission at the capitol to consider the allotment of space for these products. The area of the agricultural buildings is 20 acres as compared with 5 acres at the Chicago agricultural buildings and every foot of space has twice been applied for. The Connecticut section is very favorably located, being the second one on the left of the main entrance. There will be two exhibits of tobacco, one in the section with farm products and the other in a special exhibit of tobacco which will be a notable feature of the contents of the agricultural building. This latter exhibit will contain tobacco and tobacco machinery and will comprise nearly every kind of tobacco grown, and will show the different forms into which it is manufactured as well as the machinery and implements used in its culture and manufacture.

Senator Wilcox is especially pleased with the advantageous location of the section of the agricultural building which has been assigned to this state.

E. T. Hapgood of this city, the architect who designed the Connecticut building and who is now at St. Louis, has been requested by the commission to prepare and submit plans for booths for the advantageous display of articles intended for exhibition.

RALPH STAUFFER,
Manufacturer of
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
Correspondence Solicited. AKRON, PA.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf **Tobacco**
East Petersburg, Pa.

HIGH-GRADE CIGARS
Manufactured by
A. W. Zug,
227 North Cherry Street,
Lancaster, Pa.
We Employ No Salesmen.
All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Factories: *YORK and YOE, PA.*
Cigars
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: York Nick, Boston Beauties, Oak Mountain, Porto Rico Wave
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—*The* Bear Brand—*The* Cub Brand—*The* Essie Brand.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

W. H. RAAB & SONS,
Manufacturers of
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871
DALLASTOWN, PA.

La Union Cigar Co.
HANOVER, PA.
Manufacturers of
High Grade Union Made **Cigars**
Our Special Brands: ALEX. WILSON, PROFESSOR MICHIE, UNION CHIMES, MINERS' VICTORY, LA UNION CROOKS

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced **Cigars**
Red Lion, Pa.
Remember—the MELODIOSO is Our Leader.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST PHILADELPHIA

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We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

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Packers and Dealers in Leaf Tobacco

105 S. George St., YORK, PA.

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HOSTETTER & ABLE,

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SHADE GROWN SUMATRA in Bales

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Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.

Packers of Leaf Tobacco

James and Prince Streets,

LANCASTER, PA.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. ☞Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

THOS. R. DECKER

YORK PENNA.

MANUFACTURER OF

Sweet Damsel, D. & S.

High Grade Medium Priced

Cigars

For the Wholesale and Jobbing Trade. Correspondence invited.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

Considerable inquiry is made by tobacco growers in the valley in relation to using steam to dampen tobacco while hanging on the poles. While we were visiting over in the valley recently, we had a chance to observe somewhat the mode of doing the work upon the crop of Mr. George B. McClellan, of Whately, and although it was a cold day, the tobacco was about damp enough when we called at his place.

Another trial the past week was performed by Mr. Carlton H. Crafts & Brother of North Hatfield, Mass. Last Monday, Nov. 30, was a cold day and a snowy one, but Mr. Crafts drove to Amherst to see the buyer and get permission to use steam to dampen with. He arrived home about 4 P. M. and fired up a six-horse power engine, and at 11 P. M. the tobacco in that shed was taken down and covered up, the shed having about one acre of tobacco hung in it. The next day he began steaming the tobacco in a larger shed holding about four acres, and before night that was all in the hake. The tobacco taken down in the first instance stripped nicely, was damp enough, yet not too damp, as was the case of the larger shed, and he told the writer that he should commence on the last shed of three to four acres the first of the week.

His manner of procedure was as follows: Detach the whistle and make connection of the pipe at that point. Then, with an auger, bore a hole into the shed for the pipe. Then place a board near the end of the pipe at such an angle as to cause the steam to strike the board and glance upward and off to the sides of the shed in the bent at the end of the shed nearest the engine. Commence taking down in the first bent, the lower tier first, and by the time it is down the tier above will be ready; and so on up through the building; then lengthen the pipe to the next bent, and so continue until all is finished, or as much as one may desire to dampen at any given time. Twice he had to shut off the steam, for it was so dense that the men were unable to see to work in a safe manner. He thinks that the tobacco handles as well as though it was dampened in the ordinary manner, or by dampness generated by climatic conditions. It looks well as to color (not being changed), strips well and bundles well. If it does all this, and all of the conditions are as favorable as has been related above, then it is more economical than waiting for the elements, and not so trying; and when a grower steps outside he will not need to scan the heavens to convince himself there is a storm coming. Even if a storm comes at this season of the year it is very apt to be too cold to dampen the crop sufficiently to be taken down. Rain storms at this season are generally short in duration and not warm enough to have the leaves straightened out and look well at time of stripping.

Our correspondents write:

North Hatfield, Mass.: "A few shops will open this week for the sorting of tobacco. Oscar Belden has bought twenty-six acres of tobacco land formerly owned by Calvin B. Marsh."

Conway, Mass.: "Nothing doing in the tobacco business here yet, not even a chance to take it down." (Try steam).

Hadley, Mass.: "Very little tobacco has as yet been put into the bundle; the recent storms have been much too cold for the moistening of the leaf. It is of superior color and quality, and should bring a good price. There have been no sales made for the past two weeks."

Suffield, Ct.: "The first tobacco to leave town went to Bloomfield, Ct., recently, 2,400 pounds, at 15c. There is very little of the crop taken down as yet, as there has been little damp weather."—American Cultivator.

BALDWINSVILLE, N. Y.

There is no activity in the local market. No sales have been reported as made in either the new or old crops. A few small shipments only have been made from the local warehouses.—Gazette.

EDGERTON, WIS.

With winter set in and the tobacco crop hanging dry upon the poles, and with no immediate prospect for casing weather, there is little encouragement for an early buying movement. Certain trading cannot be expected until the crop comes down from the sheds and stripping has started. Farmers are anxiously awaiting a time when they can commence this work; so matters are well near a standstill at present.

The market for old leaf has again lapsed into rather quiet lines, so far as transactions among the local dealers are concerned, though the demand for Wisconsin leaf of a serviceable nature in the Eastern markets is reported good. The only transactions coming to notice are lots of '02 goods, sold by Holverson & Bitters, of Stoughton, to H. W. Child; and W. T. Pomeroy & Co. report the sale of a 150cs lot of '02 to Eastern parties. Shipments, 750 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

The market is better, with more inquiry and larger sales than for several weeks, buyers recognizing the good quality and low prices—the stocks being dark and heavy, while the new crop shows light body and light colors. It is a good time to buy, when the market is dull and dragging.

QUOTATIONS

Leaf—Short: Common, 5 to 5½c; Medium, 5½ to 6c; Good, 6 to 6¼c.

Leaf — 22 to 26 in.: Common, 6 to 6½c; Med., 6½ to 7c; Good, 7 to 8c.

Lugs—Common to Good, 4 to 5c; Redried, 4¾ to 5c.

The weather being cold and dry for the past three weeks, has afforded no handling season, and loose buyers are doing nothing. Planters are discouraged on account of the low prices for leaf, high cost of labor, and unsatisfactory conditions, and many large planters say they will plant no more until conditions have changed for the better.

Receipts for the week, none; for the year, 11,350 hhds. Sales for the week, 206 hhds; for the year, 9,837 hhds.

MONTHLY REPORT—NOVEMBER.

	1903	1902
Receipts for month,	5	45
" year,	11,350	11,855
Sales for month,	259	262
" year,	9,811	10,546
Shipments for month,	1,072	804
" year,	10,750	13,563
Stocks on sale,	1,829	537
" sold,	920	977
Stocks on hand,	2,749	1,514

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in Nov. were	1	hhds.
Sales " " "	1600	"
Shipments in " "	679	"
Total stocks Dec. 1, "	4,580	"

Buyers' stocks, 587 hhds; Sellers' stocks, 3,993 hhds.

Reduction in October, 563 hhds.

We had no receipts this week, nor public sales. Private sales were 110 hhds. of the lower grades of Leaf, at unchanged prices.

The dry, cold weather prevents the handling of the new crop.

QUOTATIONS:

Low Lugs	$3.50 to $4.00
Common Lugs	4.00 to 4.50
Medium Lugs	4.50 to 5.00
Good Lugs	5.25 to 5.75
Low Leaf	4.75 to 5.25
Common Leaf	5.50 to 6.25
Medium Leaf	6.50 to 7.50
Good Leaf	7.50 to 8.50

—"They have named a new brand of cigars for Barker."

"I should consider that quite an honor."

"You wouldn't if you had to smoke one of the cigars and the dog-catchers should come into your neighborhood."

Phones: Keystone, 65-64A Main Bell, 62-39A

M. Kaufman & Co.

Manufacturers of Union Made

Turkish Cigarettes

504 S. Fifth St., Phila.

Special Brands:

MUNJURA, MATCHAKA, MIENAS.

KLEINBERG'S

"CHICO"

KING of 5c. CIGARS

AGAIN ON THE MARKET.

Our famous "SMOKE-IT" Cheroots are selling faster than ever before.

Philadelphia.

Manhattan Briar Pipe Co

Manufacturers of

Briar and Meerschaum Pipes

Importers of

SMOKERS' ARTICLES

Salesroom, 10 East 18th St. NEW YORK.

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of

Fine and Common Cigars

Established 1890.

Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ

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EGYPTIAN CIGARETTES

74 Wooster Street NEW YORK

Traveler—Cork Tips. Planet—Gold Tips
Planet—Plain Tips. Planet—Cork Tips

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QUEENS OF THE LAKES

Steamers Eastern States and Western States

$3 SAVED TO ANY POINT WEST

Lv. BUFFALO daily 5.30 P. M., ar. DETROIT 7.30 A. M., connecting with all trains West and D. & C. for Michigan points. Lv. DETROIT daily 4.00 P. M., ar. BUFFALO 7.30 A. M. Fare: $6.50 one way, round trip $9.00. Berths $1.00 and $1.50, rooms $2.50, parlors $3.00, each way. Week End Excursions DETROIT and Return, $2.50. Send 2c. for illustrated pamphlet. Address A. A. SCHANTZ, G. P. T. M., Detroit, Mich.

Smoke

FAUGH-A-BALLAGH

5c CIGAR

WRITE

GRANEY

Commercial Cigar Co.

476 North High Street, COLUMBUS, OHIO.

Barnesville Cigar Co.

W. H. BARLOW, Proprietor, *Barnesville, Ohio,*

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.

T. L. ADAIR, *Established 1895*

WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

The Cigars You Want at

W. D. SAHM'S

Union Cigar Factory

Ask for Samples AKRON, PA. Correspondence Solicited

E. E. Weaver

Manufacturer of Fine Cigars

TERRE HILL, PA.

Orders from the Jobbing Trade Solicited. Shipping Station, East Earl.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

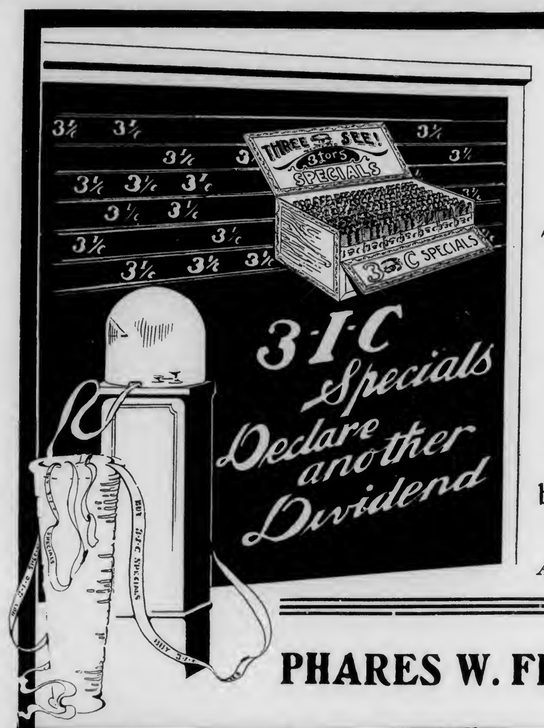
435 & 437 W. Grant St.

Lancaster, Pa.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic Cigars

Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.



Buy 3--I--C Specials

They are always declaring dividends for the energetic jobber who handles them

Smokers Praise Them
Dealers Endorse Them
Jobbers Re-Order Them

3--I--C SPECIALS are the best stock to buy at 3 for 5c. Sold to jobbers only.

A Postal Will Bring Price and Sample.

PHARES W. FRY, - Lancaster, Pa.

A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.
Manufacturers,
READING, PA.

G. M. Wechter,

Established 1883

Manufacturer of

Cigar Boxes

GOLD LEAF PRINTING a Specialty

Akron, Pa.

F. W. Dohrmann. [Estab'd 1873] Theo. S. Dohrmann.

F. W. Dohrmann & Son,

Packers of Cigar Tobacco	Redryers of Burley Tobacco
Packing Houses: Covington, O. Gettysburg, O.	Redrying House: Cincinnati, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.	Bright Grades and Cigarette Wrappers a Specialty.

Samples forwarded on application.

Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

Business Changes, Fires, Etc.

California.

San Francisco.—National Cigar Mfg. Co., attachment, $918.

Illinois.

Chicago.—Wm. S. Granger, cigar mfr., bill of sale, $5,000.——Harry A. Isaacs, cigar mfr., petition in bankruptcy.——Saml. H. Koch, cigars, etc., sold out.—Burnett D. Larson, cigars, out of business.——Charles S. Wright, cigars, etc., bill of sale, $1.

Earlville.—W. H. Nehr, cigars, damaged by fire; insured

Rockford.—H. B. Tetlow, cigars, sold out.

Indiana.

Angola.—Owens & Love, cigar mfrs., dissolved.

Iowa.

Keokuk—Aug. Pflug, cigars, etc., sold out.

Kentucky.

Covington.—Mrs. Julia Becker, tobacco and cigars, mortgage, $6,500.

Massachusetts.

Boston.—Nathan N. Cohen, cigars and tobacco, chattel mtge., $250; previous chattel mtge., $205, discharged.

Springfield.—E. J. Keating, cigars, etc., chattel mtge., $200.

Missouri.

Lee's Summit.—G. A. Felter & Co., cigars, succeeded by H. G. Hall.

New York.

New York City.—Robert C. Galindo, mfr. and retail cigars, petition in bankruptcy.—— Morris Lesser, cigar mfr., assigned.

Yonkers.—Sonlier & Lehner, cigars, dissolved.

Ohio.

Cincinnati.—E. Busch & Co., leaf tobacco and cigars, out of business.—W. W. Martin & Bros., cigars and tobacco, chattel mtge., $1,000.

Pennsylvania.

Huntingdon.—B. M. Kline, retail tobacco and cigars, etc., execution, $1,000.

Philadelphia.—Doddy, Jourdan & Co., cigar mfrs., judgments and executions, $2,500.

Warren.—F. A. Steber & Co.; cigar mfrs., damaged by smoke and water.

Washington.

Ritzville.—Smith & Hough, cigars, etc., sold to Tinnel Bros. & Moyer.

Seattle.—Shanks & Smith, cigars, etc., bill of sale, $1,900.

—Lady (to tramp)—"If I give you a nickel what will you do with it?'

Tatters—"Buy a Carolina perfecto and stroll over to a swell Chestnut street cafe for lunch."

PATENTS RELATING to TOBACCO, Etc.

745,600 Electric cigar-lighting device; John W. Gray, assignor to H. E. Pyburn, San Francisco.

745,846 Cigar perforator; Wm. K. Holmes, New York.

745,355 Device for cutting plug tobacco; Meyer Kayser, Ouray, Colo.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

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LITHOGRAPHERS AND PRINTERS.

Samples furnished on application.

322-326 East 23d St. NEW YORK.

NEW BRANDS Constantly ADDED.

NEW ORLEANS. SAN FRANCISCO.

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American Lithographic Co.

NEW YORK.

CHICAGO. CINCINNATI.

Special Designs — Engraving Embossing

H. S. Souder,

CIGAR LABELS,

PRIVATE DESIGNS a Specialty — CIGAR RIBBONS,

Souderton, Pa.

Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

143 Liberty St.
New York.

CIGAR BOXES of Every Description

Gold Leaf Embossed Work

A. Kauffman & Bro., York, Pa.

Best Workmanship — The Lowest Price

H. W. HEFFENER

Steam Cigar Box Manufacturer

DEALER IN

Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

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INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

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FRAZIER M. DOLBEER — G. F. SECOR, Special.

F. C. LINDE, HAMILTON & CO.

Original "Linde" New York Seed Leaf Tobacco Inspection

Established 1864

Principal Office, 180 Pearl Street, New York City.

Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.

Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

FRANK RUSCHER — FRED SCHNAIBEL

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

COUNTRY SAMPLING Promptly Attended to.

BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

M. D. BOALES,

LEAF TOBACCO BROKER

Cable Address, "Boales," U. S. A. Use Arnold's No. 5 Tobacco Cipher.

Hopkinsville, Ky

Cigar and Tobacco Factories

are Earning Fat Dividends when Located in Seaboard Territory.

The Seaboard traverses from end to end the tobacco belt of the South, and a location can be given you from which within a radius of one hundred miles you can draw every grade of tobacco, including the finest Shade Grown Sumatra.

If you want to come South for any reason ask for our literature; if you want to locate a factory ask for our special proposition to manufacturers.

J. W. WHITE,
General Industrial Agent, Portsmouth, Va.

SEABOARD AIR LINE RAILWAY

BANDS

FROM THESE CIGARS

Cremo	Santa Bana	Velvet
Cubanola	Peola	Continental
Geo. W. Childs	Smokettes	Detroit Free Press
Jackson Square	Columbia	Siona
Premios	Dowledo	Spaniola
Exports	Wego	Two Orphans
La Belle Creole	Nerve	Florodora
Fontella	Star	Florodora Operas
Renown	Lillian Russell	Pioneer
Salva Fuma	Turco	

ARE VALUABLE

TO EVERY

JOBBER

RETAILER

AND **CONSUMER**

They increase the demand of Consumer thereby the business of Jobber and Retailer

The Band is Your Protection

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

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Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited — Advances Made
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First Class Stock Companies Only. **Fire Insurance** Insurance on Tobacco & Cigars a Specialty.
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LITHOGRAPHING — METAL EMBOSSED LABELS — METAL PRINTED LABELS
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CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS — ENGRAVING — EMBOSSING

Glycosine BEATS ALL
550 Times Sweeter than Sugar
Guaranteed Most Powerful, Agreeable, Cheapest & Best.
Write for Samples and Particulars.
Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.
FB *FRIES BROS.*
Manufacturing Chemists,
92 Reade Street, NEW YORK.

FOR SALE BY ALL DEALERS
VIRGINIA — PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
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R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, Moundsville, W. Va.
Jobbers, Write for Samples.

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EISENLOHR'S Cinco Philadelphia CIGARS

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114 N. 7th St. Gumpert Bros.
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Clean as the Food You Eat
Vesper CIGAR 5¢

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Factories:
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HEYMANN & CO.
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214 South Fifth St.
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"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAVING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

Pent's
TAHOMA
FIVE CENT
PENT BROTHERS, Manufacturers, PHILADELPHIA. CIGARS

L. E. Ryder, Factories 26 and 517, 9th District Penna.
Wholesale Manufacturer of
Cigars
LANCASTER, PA.
The Best Possible Goods for the Least Possible Money

"Millions for Farmers" So Says Secretary Wilson, U. S. Dep't of Agriculture
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Write for Full Information to....
Exhaustive tests prove that the finest grade of... CUBAN LEAF Filler and Wrapper can be grown in East Texas on line of the
SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.
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A. D. KILLHEFFER—MILLERSVILLE, PA.

Goods Sold Direct to JOBBERS and DEALERS.

Maker of
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All Fine Work

NO SALESMEN EMPLOYED.

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PHILADELPHIA, DECEMBER 16, 1903.
ONE DOLLAR PER ANNUM. Single Copies, Five Cents.

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of

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145

Water Street,

New York.

Established 1881 Incorporated 1902

THE TOBACCO WORLD

Published Every Wednesday
BY THE
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224 Arch Street, Philadelphia.

JAY Y. KROUT, Presd't and Gen'l Manager.
H. C. MCMANUS, Sec't'y and Treas.

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GIVE THE BABY A NAME.

Register Your New Brands
WITH
The Tobacco World
Where they Will be Seen by the Entire Trade.

The fee for registering is $1.00 for each trade mark. The usual charge of 25 cents will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations, in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

Christmas Giving.

THE Christmas season should be and generally is considered a season of generosity, a time for forgetfulness of self and remembrance of others. Unfortunately, as a matter of fact, however, it is too often a season of greed, a time for remembrance of self and forgetfulness of others.

How little need I give and how much can I get?'

That seems to be the spirit in which Christmas time is looked forward to by very many people. Even to those who are glad to deny themselves that others may be made content and happy the obligations of the season now at hand are often very burdensome. Their generosity is in many instances greater than their means, and the result is that they place themselves in a position where for weeks after the new year begins they are more or less embarrassed for ready funds.

For some years past there has been a constantly increasing practice and custom in the cigar business at Christmas time, for which there is no good reason, but which, once adopted by a retailer has to be continued if the patronage of all his regular customers is to be retained This practice and custom is in the making of Christmas gifts to all except transient customers. The expense is considerable and, inasmuch as a gift is not only expected but looked upon as a right by many of the recipients, the man who has to pay for the gifts has not the satisfaction of feeling that he is voluntarily liberal and free-handed, but is placed in the position of one paying a debt. Really, looking on the matter in the bright light of honesty and truth, the store-keeper is not showing appreciation for the patronage of the past year, but is paying a price for continuation of patronage during the coming year.

All over the country are storekeepers who dread the coming of the Christmas season, especially those who handle staple goods the sale of which is not materially affected by the approach of the Winter holidays. Goods of this kind include cigars. It is true that more cigars are sold in the fortnight before Christmas than at any other time in the year; but it is also true that a large proportion of those then sold have to be smoked up before ordinary trade is restored to its usual volume. The brisk business of December is followed by dull times in January.

After Christmas many a retailer misses for days, and possibly for weeks, many a customer from whom he formerly received daily visits. The reason? He knows the reason. That Christmas box of cigars hasn't yet been emptied. If all cigar dealers would shut down on the making of Christmas gifts all would be benefited, but the practice is one which, having been begun, cannot wisely be abandoned. One particularly objectionable feature of the custom is that customers not only expect a gift of some kind but do not hesitate to show dissatisfaction if the gift is not representative of as much value as they think it should be. Not only this, but they expect a gift even if they do not put in an appearance within several days of Christmas at the store where they think it should be awaiting them. If a gift isn't offered many have nerve enough to ask for one. Another bad feature is that some men are mean enough to divide their trade in the month before Christmas between two or three or more stores in order to secure a gift at each.

However wrong and unjust the custom may be, it is too firmly established and too generally followed for any one man in a neighborhood to be safe in dropping it.

There is one consolation, however, when the matter is looked upon from a strictly business standpoint. Regular patrons are the most valuable features of any business and the patronage of every regular customer has an actual cash value. The retailer should take into consideration just what this cash value is in each instance, and if he allows nothing else to influence him in the matter of Christmas giving he is justified in looking upon his outlay in this line as a wise business investment.

Sunday Observance.

SOME surprise was occasioned when public announcement was made that a clergyman —Rev. A. H. Lewis of Plainfield, N. J.—would address a meeting to be held in furtherance of the movement for securing repeal of the law of 1794, which prohibits worldly employment on Sunday.

However, those who knew that Mr. Lewis belongs to the religious organization known as Seventh Day Baptists had no occasion for surprise, as that sect has always earnestly sought that the first day of the week be secularized and that the last day be recognized as the Sabbath. Even to those of his hearers who knew of his lifelong position on this matter his address last week in Industrial Hall, Philadelphia, contained unexpected broadness of views and liberality in reference to prohibition of labor on any day of the week. He placed especial emphasis upon the following brief summary of his position on this subject:

"I favor a law granting to every employed person the right to one day of leisure in the week, if he wants it. Let there be a permissive and protective rest, but no mandatory rest."

Whatever may be said in support of this view abstractly, carrying it into effect would be practically impossible. A law which on Monday might leave a bricklayer without a man to mix mortar for him, and on Tuesday a horse-shoer without anybody to work his bellows, and so on with other callings through the week would upset all business and create a condition which would soon call for repeal of that law.

Although the enforcement of the existing law against dealers in cigars, candy, etc., is unjust and oppressive, and amounts to no more than the collection of a license fee, the fact remains that the law of 1794 is far preferable to such a one as the Plainfield clergyman advocates. How many "employed persons 'would dare assert their rights under a law providing for permissive but not mandatory rest? Now the right to one day of rest in the week is almost universally granted, and the first day of the week is almost universally so given. As a result opportunities for recreation and recuperation, both mental and physical, abound on that day, whereas, with no generally recognized day of rest, they would be far less. As far as Sunday observance is concerned conditions might be somewhat better than they are, but they certainly might be very much worse.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
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DOHAN & TAITT,
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VUELTA ARRIBA
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107 Arch St. PHILADA.

Established 1825
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LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
IMPORTERS AND PACKERS OF
HAVANA AND SUMATRA SEED LEAF TOBACCO
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The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

Young & Newman, IMPORTERS of Sumatra & Havana
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

K. STRAUS A. LOEB
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IMPORTERS OF
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Broker in LEAF TOBACCO

E. A. CALVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

THE REALM OF THE RETAILERS

Anti-Frost Solution.

Just at this season of the year, merchants and trimmers are again confronted with that bug bear frosted windows. It is the season when the windows are really needed more than at any other time.

Recently the matter has been made the subject of a report to the Department of Commerce and Labor at Washington, and the following is what Consul-General Hughes, Coburg, Germany, has to say about it:

"As an excellent remedy against the freezing of shop windows, the Pharmaceutical Zeitung recommends the application of a mixture consisting of 55 grams of glycerin dissolved in 1 liter of 62 per cent. alcohol, containing, to improve the odor, some oil of amber. As soon as the mixture clarifies it is rubbed over the inner surface of the glass. This treatment, it is claimed, not only prevents the formation of frost, but also stops sweating."

* * *

Trading Stamps.

If you wish to use trading stamps use your own and do not pay an outside company a large share of your profits. Some merchants carry a large stock of premium goods and have stamps printed in various denominations. These stamps or checks are issued on a basis of about two per cent. Other merchants simply give their customers a cash register check bearing the amount of the purchase. These checks are redeemable at two per cent. of their face value in premium goods. There are also jobbers who sell premium goods and furnish stamps free to the merchant. Any of these plans may be operated for less than half of what it would cost to handle a trading stamp company's goods. In buying premium goods, select moderate priced articles that are useful rather than cheap showy goods that will not give satisfaction.

* * *

Voice Cultivation.

A salesman needs a good voice. It is not only the voice which is harsh and high-pitched, and which grates upon the ear, that is entitled to be considered unpleasant. A voice may be sweet and soft, and yet be disagreeable. If the tone be monotonous it matters little how sweet it is, for it soon becomes as exasperating to a sensitive ear as a voice of the harshest quality. More important than this is the fact that words spoken monotonously fail to convey their full meaning, for a voice without modulation is a voice without expression. Judiciously modulated tones are as essential to the success of the orator as the logical arrangement of his thoughts or the construction of the sentences he utters. They are equally important to the salesman, for they may be just what is required to make his arguments effective. A pleasing voice may have more influence upon a customer's decision than a multiplicity of words or the strongest assertions regarding price and quality.

* * *

New Counterfeit.

The Treasury Department gives the following description of a new $1 counterfeit silver certificate:

Series 1899; check letter D; J. W. Lyons Register; Ellis H. Roberts Treasurer; Treasury number, B53991423. This counterfeit is printed on thin bond paper, being one-fourth inch shorter and one-sixteenth inch narrower than the genuine. Red and blue ink marks have been placed all over the back of the note, and also a number of them on face. The lathe work on face of note is very scratchy. The portraits of Lincoln and Grant are very crude. The Treasury number is very irregular and out of alignment. The figures look as if they were put on with an ordinary numbering machine, and are a blue-black color. The figure "1" and the seal are of a darker shade of blue than the genuine. The back of the note is very poorly executed, no attempt having been made to imitate the lathe work. The green color is pale and faded. The penalty center of back is so blurred that it cannot be read.

* * *

ENGLISH HUMOR.

The London Weekly Tobacco Journal awards each week a prize of a guinea for the best brief contribution referring to the selling or use of tobacco. Following are some samples of such contributions:

To a Cigar.

I bought you for sixpence—yes, sixpence!
I chose you with consummate care
From a beautiful box
Which a girl with gold locks
(And a smile calculated to snare)
Displayed on the counter before me
While I put on my connoisseur air.
She told me you came from Havana,
She called "Larranaga" your brand
And I saw you had lots
Of those brown little spots,
(I believe that each spot is a gland)
But the points of a genuine weed
I am afraid I don't yet understand.
I chose you, and parted with sixpence
(Which a chappie that morning had lent)
Then your apex I bit
And your other end lit,
And citywards jauntily went,
And since I've located Havana
On a cabbage farm somewhere in Kent.

Admitted Mistake.

No man ever acknowledges a mistake so quickly as when he puts the lighted end of a cigar in his mouth.

* *

Faith Cure.

Mrs. Hix: "I don't take any stock in these faith cures brought about by the laying on of hands."

Mrs. Dix: "Well, I do. I cured my little boy of the cigarette habit in that way."

* *

Quite Patent.

Tobacconist: "My name shall be on everybody's tongue soon."

Customer: "How's that—going to be divorced?"

Tobacconist: "No, I've a new cigarette with my name stamped on it. Try a packet?"

* *

His Work Cut Out.

"My dear," remonstrated Younghusband, laying down his morning paper and looking at the contents of the dish his wife had set before him, "you have given me this same breakfast food every morning for a month. Are you never going to use up the infernal stuff?"

"Be reasonable, love," returned his better half. "Just let me explain. There are coupons come with this brand of breakfast food, and as soon as I have a hundred I'll be able to get a lovely box of cigars for you. Only be a little patient dear. I counted my coupons last night; you have only eighty-nine packages more to eat up.

* *

"Flor de Cabbagio."

"Smithers never lights one of his cigars. Just keeps it in his mouth and chews the end. I've often wondered why."

"You wouldn't if you had ever smoked one of them."

* * *

Who Threw the Brick?

A huge brick in the center of a window is so evidently out of place that it is bound to attract attention. A grocer recently adopted this unique means of making people stop and look at his window. The reason for the brick being so placed was found on a notice which read: "Who threw this brick and knocked our prices down?"—Advertising, London.

* * *

—A courteous salesman, even though he be a little slow, will sell more goods in a year than a churlish one no matter what his ability may be otherwise. It pays to be polite. "Honey will attract more flies than vinegar."

REVENUE RULINGS.

A collector has advised the Commissioner of Internal Revenue that several merchants of his city desire to use the serial number of the customs inspection stamp in place of the date required with the importer's name on the internal revenue stamps affixed to boxes of imported cigars, they claiming that it is a serious detriment to their business as people object to buying goods with date of long standing. The collector was instructed that the cancellation of stamps affixed to boxes of imported cigars is the same as required for the cancellation of stamps affixed to boxes containing cigars of domestic manufacture with the exception that the name of the owner or consignee is substituted for the registered factory number, and that the Commissioner considers the date an essential part of the cancellation, and therefore no change can be made in the regulations permitting the use of the customs stamp serial number in lieu of the cancellation date.

A person who is evidently deeply interested in the pending guessing contest asks whether any internal revenue laws prohibit a retail dealer in tobacco from removing the bands from cigars or tags from tobacco and replacing the cigars or tobacco in the original package to be sold later without bands or tags to indicate the brand of the goods. He was advised that there was no internal revenue law prohibiting dealers from removing the bands or tags from cigars or tobacco, but dealers in tobacco cannot legally replace in the original stamped package cigars or tobacco which have been removed therefrom, nor can cigars or tobacco be exposed for sale outside of the manufacturer's stamped package.

* * *

Straightforwardness.

Straightforwardness is honesty down to a fine point. It is internal honesty—being just as honest with yourself as you are with others—just as honest with facts as you are with people.

The straightforward man knows tomorrow or next year just how he acted to-day or last year, even though he has forgotten the actual incidents. He can always take the same facts and arrive at the same conclusions. He has rarely to explain. There are few come-backs in his business.

Straightforwardness is economical. It prevents the loss of money and the waste of time involved in straightening things out. It affords a sure footing in case of trouble. It is a good preventive of insomnia.

Capacity, One Million per Week.

Correspondence with the Jobbing Trade solicited.

The Best Union-Made Five-Cent Cigar in the Market.

Union-Made
All Sizes

Union-Made
All Sizes

M. Steppacher, Reading, Pa.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending December 12, 1903.

Antwerp.—G. H. Spitzner & Son, 5 bales tobacco.

Caibarien.—Munson Line, 125 bales tobacco, 1 box cigars; Order, 126 bales tobacco; O. C. Kanzow, 18 bales tobacco.

Gibara.—Munson S. S. Line, 800 bales tobacco.

Cienfuegos.—Hinsdale Smith & Co., 20 bales tobacco; James E. Ward & Co., 1 case cigars; Heyman Bros. & Lowenstein, 25 bales tobacco; J. Kaffenburg & Son, 80 bales tobacco.

Manzanillo.—Jas. E. Ward & Co., 801 bales tobacco; J. E. Ward & Co., 437 bales tobacco.

Santiago.—J. E. Ward & Co., 1 case cigars.

San Juan.—G. W. Sheldon & Co., 2 bales tobacco; F. Blumenstell & Co., 44 bales tobacco; American Cigar Co., 46 bales cigar cuttings; West Indies Cigar Co., 23 bales cigar cuttings, 2 do. scraps; P. H. Hart, 1 package tobacco; R. Fabien & Co., 10 cases cigars; West Indies Cigar Co., 10 do.; R. Manrique Sola & Co., 5 do.; G. W. Sheldon & Co., 6 do.; Victor Malga & Co., 4 do.; F. Bonilla & Co., 8 do.; American West Indies Trading Co., 21 do.; Levi Blumenstell & Co., 54 bales tobacco; Cadiz Cigar Co., 3 cases cigars; A. S. Lascelles & Co., 6 do.; St. Louis & San Francisco R. R. Co., 1 case cigars; Durlack Bros., 14 do.; Victor Malga & Co., 4 do.; Moore & Calvi, 1 do.; N. Rucabado, 31 tierces tobacco, 12 cases cigars; Cuban & Pan American Exp. Co., 2 cases cigars, 2 trunks cigars; American Tobacco Co., 16 cases cigars.

Naguabo.—Gustavo Preston, 6 cases cigars.

Arroyo.—F. Rucabado, 8 cases cigars.

Havana.—James E. Ward & Co., 444 cases tobacco, 17 bbls. do.; L. J. Spence, 1 case cut tobacco; Rothschild Bros., 18 barrels tobacco, 5 bags scrap; Hamburger Bros. & Co., 5 barrels tobacco, 72 bales do.; Weil & Co., 85 bales tobacco; Emmanuel Hoffman & Son, 175 bales tobacco; Brown Bros. & Co., 300 bales tobacco; Masters & Co., 1 case cigars; J. E. Ward & Co., 3 cases cigars, 331 bales tobacco.

SUMATRA TOBACCO.

Str. Amsteldyk, arrived Dec. 11:

(367 bales; 2 cases.)

United Cigar Mfrs.	140 bales
A. Cohn & Co.	58 "
G. Falk & Bro.	44 "
H. Duys & Co.	40 "
A. Blumlein & Co.	31 "
E. Spingarn & Co.	23 "
Pretzfeld & Co.	13 "
S. Ashner	10 "
Otto Malchow & Co.	7 "
E. Rosenwald & Bro.	1 bale
A. Blumlein & Co.	2 cases

HAVANA TOBACCO.

Str. Morro Castle, arrived Dec. 8:

(4,347 bales)

James E. Ward & Co.	2,689 bales
Calixto Lopez & Co.	402 "
S. Rossin & Sons	316 "
Rothschild & Bro.	121 "
American Cigar Co.	115 "
E. Hoffman & Co.	104 "
G. Grau	102 "
Hamburger Bros. & Co.	97 "
L. Friedman & Co.	88 "
Henry Doerr & Co.	42 "
Order	40 "
S. L. Goldberg & Sons	33 "
Starr Brothers	32 "
C. Quinos	30 "
A. Gonzalez	30 "
Lichtenstein Bros.	28 "
Simon Batt & Co.	27 bales
B. G. Davis	14 "
Carl Vogt & Son	14 "
Levi Blumenstein & Co.	13 "
A. Pazos & Co.	10 "

HAVANA CIGARS.

Str. Morro Castle, arrived Dec. 8:

(180 cases.)

Havana Tobacco Co.	131 cases
Calixto Lopez & Co.	6 "
G. W. Sheldon & Co.	6 "
F. E. Fonseca & Co.	5 "
Robert E. Lane	5 "
Park & Tilford	4 "
B. Wasserman	4 "
Michaelis & Lindeman	4 "
G. S. Nicholas	3 "
L. J. Spence & Co.	3 "
Waldorf-Astoria Segar Co.	3 "
Cedman Cigar Co.	2 "
National Cuba Co.	2 "
Macy & Jenkins	2 "

PORTO RICAN CIGARS.

Str. Caracas, arrived Dec. 6:

(119 cases)

American Tobacco Co.	33 cases
American W. I. Trading Co.	22 "
G. W. Sheldon & Co.	18 "
West Indies Cigar Co.	10 "
M. Rucabado	8 "
A. S. Lascelles & Co.	8 "
Pujas, Perez & Co.	7 "
Cuban and Pan Amer. Ex. Co.	6 "
Arguilles, Manrique, & Co.	4 "
Austin Baldwin & Co.,	2 "
R. Fabien & Co.,	1 case

To Make Non-Nicotine Cigars.

John K. Pfaltzgraff & Co., of York, Pa., are placing on the market a non-nicotine cigar, under the brand of "Non-Nicotine," and made under a patented process, which patent was granted to Dr. George S. Yingling, of Tiffin, O., who was also awarded a gold medal and diploma upon the product by the Paris Academy of Inventions. The principle as conceived by Dr. Yingling, the original patentee, is not to eradicate, but to neutralize the alkaloid nicotine found in tobacco by a secret process of applying a non-injurious, nerve-building, purely-vegetable compound.

With the facilities which this firm possesses, it is expected that the merits of these goods will be exploited far and wide. In their hands the project will doubtless prove a more than ordinary success.

—The Citizens' Mutual Alliance, of Chicago, Ill., has made a canvass of the city for dealers who sell cigarettes without a license. The search ended last week, and 814 were found who violated the city ordinance. This entails a loss of $81,400 to the city. The alliance believes that there are other dealers who have no license and is seeking for them.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

436 & 437 W. Grant St.

Lancaster, Pa.

ENTIRE STOCK for SALE

AT COST

Owing to a discontinuance of the Jobbing Business, I offer

My Entire Stock at Actual Cost,

including some fine lots of

Havana, Florida [Wrapper], Wisconsin [Binder] Onondaga, Little Dutch, Pennsylvania and Connecticut

TOBACCOS

Come Early, and Get Your Pick.

B. LIBERMAN,

242 North Third Street, PHILADELPHIA.

CLEAN AND SWEET to smoke or chew,
The best for all, the best for you;
No drug nor stem's contained herein,
This brand, **BIG DAN**, your trade will win.
In pipe it's cool, a comfort great;
When chewed, it's strictly up to date;
It suits all men who know what's good,
When tried—its merit's understood.

BIG DAN

Smoking and Chewing

TOBACCO

Sweet Scrap, made from the Finest Cigar Cuttings.
Union Made.
A Clean, Lasting Chew.
A Cool, Comforting Smoke.
Always Reliable and Uniform.

Manufactured by

PENNSYLVANIA TOBACCO WORKS, Incorporated,

Factory No. 7, 1st Dist. Pa. READING, PA. Established 1902.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM.
119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING
Importers, Packers and Dealers in
Leaf Tobacco

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date.
PHILADELPHIA.

Superior Grades of
Sumatra, Havana and
Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. Weinberg, IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St. NEW YORK

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana
CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

GEO. W. WERT & CO.
MANUFACTURERS OF
High Grade Union-Made Cigars
No. 14 North George St. York, Pa.
UNION PLANTER 5-cent Cigar is Our Leader.

L. P. Kimmig & Co.
IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana
Reina 20, Havana
P. O. Box 98

HOW TOBACCO IS GROWING IN CUBA.

Almost All Reports Very Satisfactory, Although Some Sections Suffer from Drought and Others Suffer from Flood.

HAVANA, December 7, 1903.

The market during the week ending December 5 was fairly animated and prices continued to rule firm at previous quotations. As quite a number of buyers from the North have arrived here during the past eight days it is more than likely that the movement may be sustained. The cigar manufacturers now in town will undoubtedly help to decrease the by no means abundant supply of Vuelta Abajo and Partido factory vegas in first hands, while the dealers may devote their attention more to the laying in of stock of old and new Vuelta Abajo fillers and Remedios. Remedios continues to be in fair request for export to Europe as regards the lower and flimsier grades, but the first and second capaduras of the 1903 crop are still neglected.

Sales amounted to 5350 bales in all—3100 of Vuelta Abajo, 250 Partido and 2000 bales of Remedios. The destination given is 2400 for the United States, 1550 for Europe, and 1400 for local consumption by the cigar and cigarette manufacturers.

THE 1904 CROP.

All advices to hand from the country speak in more or less glowing terms about the excellent appearance of the growing tobacco plant, which is perfectly sound and free from the usual plague of insects or worms. A few complaints are heard from some districts of the Vuelta Abajo about continuous drought, as the copious showers of rain did not reach there, while on the other hand in the Vuelta Arriba sections the severe rains have drowned the young plants and the majority of seedlings, thereby retarding the crop to a certain degree. While a large crop in the Vuelta Abajo and Partido seems assured, it is doubtful whether a large Remedios can be counted upon, as many of the small farmers have abandoned their places and either moved away to the Vuelta Abajo and Partido districts, or have gone over to the sugar plantations to find work and sustenance for their families. This ought not to cause surprise as the result for the Vegueros for the last two years has been disastrous in the extreme in the province of Santa Clara.

BUYERS COME AND GO.

Arrivals—Antonio Santaella, of Santaella & Co., Tampa, Fla.; A. Ashner and Dave Heyman, of S. Ashner, New York; B. Perlman, of Perlman & Co., Baltimore, Md.; M. Presnel, of The Tucker Manufacturing Co., Hamilton, Ont.; A. Rico, of A. Rico & Co., Boston, Mass.; Joseph Mendelsohn, of New York; Bruno Diaz, of Bruno Diaz & Co., New York and Havana; Gustavo Salomon, of G. Salomon & Bros., New York and Havana; Arthur Morris, of Morris & Morris, London, Eng.; J. F. Berndes, of J. F. Berndes & Co., New York and Havana; M. W. Berriman, of Berriman Bros., New York, Tampa and Chicago.

Departures—Harry Nathan, for Philadelphia; G. A. Mueller, for Chicago; Marco Pollack, for New York.

CIGAR MANUFACTURING.

Havana cigar manufacturers are bravely keeping up the fight for existence, although with the heavy expenses they are under they can only hope to make money when the demand is brisk, which, unfortunately, is not the case when, according to the season, it ought to be. However, there is one consolation in store for them, and that is that the public does not stop smoking; therefore the stocks must be diminishing at a good pace, and, as a logical consequence, orders ought to be pouring in with abundance before a great while, particularly as the fine smoking qualities of the 1903 crop are the best recommendation the manufacturers can call for to animate the public. H. Upmann & Co. are still receiving enough orders to keep them fully occupied. Behrens & Co., of the "Sol" Factory, are doing a satisfactory business and are looking for brisk times in 1904. Rabell, Costa, Vales & Co., of the Ramon Allones factory, must be very busy in executing orders, as the bustle and the hurrying of the many employes is noticeable. Rodriguez Arguelles & Co., of the famous "Romeo and Julieta" factory, are highly pleased with the increased repeat orders they have received upon small trial shipments, and instead of decreasing the force of their cigarmakers they were compelled to seat more people. Their factory at 129 Virtudes street appears already too small to do their business in. They have bought lately another famous vego of 100 bales of Vuelta Abajo called "Pablo san Jull de Marco Mazquez," in order to keep sufficient stock on hand. Enrique Dorado & Co., of "El Rico Habano" fame, say that they have no reason to complain, as they are doing an increasing business notwithstanding the general dullness.

BUYING, SELLING, ETC.

The Loeb Nunez Havana Co. secured

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
FABRICA DE TABACOS
AMAT VICTORIA CURAM
LUIS MARX HABANA
Consulado 91, HAVANA.

JOHN W. MERRIAM & CO.
MAKE
Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG,"
New York.

Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

La Flor de J. S. Murias & Co.

of SUAREZ & CO.

Vuelta Abajo Cigars.

Egido Street 2, HAVANA, CUBA.

P. O. Box 431. *Cable: "Suarco."*

WALTER HIMML,

Leaf Tobacco Warehouse

AND

COMMISSION MERCHANT,

San Miguel 62, Havana, Cuba.

P. O. Box 397. Cable: HIMML.

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270. Habana.

Cable: ZALEZGON.

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO

Rayo 110 y 112 HABANA

S. Jorge Y. P. Castaneda

JORGE & P. CASTANEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 108--110, HAVANA

SANCHEZ Y CUETO S. en C.

Sucesores de CARRILES Y SANCHEZ,

Almacenistas de Tabaco en Rama

Specialty in Vuelta Abajo, Semi Vuelta y Partido

AMISTAD No. 93,

Habana, Cuba.

LEONARD FRIEDMAN Y CIA.

Almacenistas de Tabaco en Rama

CABLE—OFFHICKS.

Amistad 126, Habana, Cuba.

JOSE F. ROCHA, Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100, Cable: "Donalles." *Habana, Cuba.*

JOSÉ MENENDEZ,

Almacenista de Tabaco en Rama

Especialidad Tabaco de Partido

Vegas Proprias Cosechado por el

Monte 26, Habana, Cuba.

Bridat, Mont'Ros y Co.

Mercadores 35 Havana

Exportors of Leaf Tobacco and Cigars

Cable Address: Bridat *Post Office Box 310.*

NARCISO GONZALEZ. VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO

10 Angeles St., HAVANA, CUBA. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN H. PRASSE.

FEDERICO NEUMANN & CO.

Commission Merchants

SHIPPERS OF

LEAF TOBACCO and CIGARS

Havana, Cuba.

Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ

Leaf Tobacco Merchants

Principe Alfonso 116 y 118

Cable: "ANTERO." Habana.

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

☞SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.☜

P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS

Almacenista de Tabaco en Rama

NEPTUNO NUM. 174

Cable: ONILEVA. *Habana*

Established 1860

El Rico Habano Factory

INDEPENDENT OF ANY TRUST

OF

Enrique Dorado & Co. Vuelta Abajo Cigars

Purveyors to H. M. The King of Spain

Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

J. Lichtenstein & Co.

Leaf Tobacco

131 Water St. *NEW YORK*

READY FOR THE MARKET

Liberman's Cigar Branding Machine

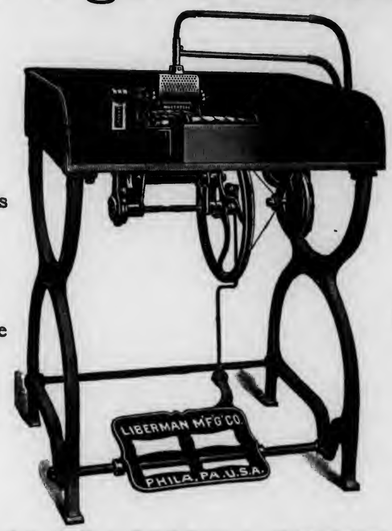
All Defects of Others Avoided

Many New and Valuable Features

Capacity Practically Unlimited.

Construction Simple and Durable

Work Uniform



Brand Neat and Distinct

No Annoyance from Lampblack

Complete Set of Type With Each Machine

Intensity of Heat Regulated by an Ingenious Blast Device, Securing Very Legible Lettering on the Cigar

THE LIBERMAN MANUFACTURING COMPANY

Manufacturers of Cigar Making Machinery,

223--5--7 South Fifth Street, PHILADELPHIA, PA.

1100 bales of old Remedios, a packing of Manicaragua held in the country and which is said to be of a very fine flavor and clean in the several classes. They sold 600 bales of their stocks of Remedios and Vuelta Abajo to Northern friends.

Max Stern, of Lewis Sylvester & Son, New York, has purchased nearly 1400 bales in the country, and left yesterday upon another foraging expedition in another direction.

Muniz Hnos & Co. keep hard at work in turning over their holdings and report 200 bales of Vuelta Abajo and 200 bales of Remedios as sold during the past week.

H. Upmann & Co. were purchasers to the extent of 200 bales of Vuelta Abajo for their friends, and they shipped 600,000 cigars during the eight days just gone by.

Jose Menendez closed ont 400 bales of Vuelta Abajo, Partido and Remedios tobacco.

Sidney Rothschild, with M. Bloch, is carefully looking over the market to find good goods at the right prices, so his New York house of Rothschild & Bro. is enabled to present prime vegas only to their customers.

Sobrinos de V. Diaz disposed of 300 bales of Remedios, old and new crop, to Northern buyers as well as to city and European purchasers.

Garcia Vega & Carcaba are steadily stripping tobacco under the supervision of Don Nesus Pando, so as to keep their San Augustine and New York factories supplied with the necessary material for making cigars at a lively pace.

G. Salmon y Hnos seem to have received fresh orders from their friends through the arrival of Don Gustavo, as they report 300 bales of Vuelta Abajo and Remedios as sold.

Avelino Pazos shipped 94 bales of Vuelta Abajo to one of his Western customers. His San Antonio de los Banos escojida of Tumbadero will finish this week.

Antonio Suarez turned over 300 bales of his fine Vuelta Abajo escojida.

A. Moeller is said to have purchased another 1000 bales for export to Germany.

Suarez Hnos closed one deal of 250 bales of Vuelta Abajo to a local factory.

Marco Pollack, the former manager for Sutter Bros., Inc., at Havana, left Saturday on a trip to the United States by the Steamship Morro Castle, to see his particular business friends in the North, and perhaps to make some arrangement whereby he could represent them here, and act as their commission agent.

Jose F. Rocha sold 200 bales of Vuelta Abajo and Remedios.

Sobrinos de A. Gonzales report only 200 bales of Vuelta Abajo and Remedios, but they must have some larger deals pending still.

Aixala & Co. had a quieter week, as their transactions only ran up to 150 bales of Vuelta Abajo.

Bruno Diaz & Co. likewise only disposed of 150 bales of Vuelta Abajo and Partido.

Rabell Costa & Co. closed one vega of

GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of High Grade Domestic

Cigars

Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA

Capacity 150,000 per Day. Prompt Shipments Guaranteed.

KAUFFMAN BROS.

Manufacturers of

High-Grade Nickel Cigars

LANCASTER, PA.

CROOKED TRAVELER—A Cigar of Special Value

PRINCE VICTOR—A Five-Cent Leader

Correspondence with the Wholesale and Jobbing Trade Invited.

J. E. SHERTS & CO.

Manufacturers of

High-Grade

Seed and Havana

CIGARS

Lancaster, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

E. A. KRAUSSMAN
Importer of HAVANA TOBACCO
170 Water Street, NEW YORK

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

E. M. KELLER,
Manufacturer of High-Grade Havana and Domestic
CIGARS
Private Brands a Specialty. Correspondence solicited.
Leading Brands:
Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.
READING, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

100 bales of their fine Vuelta Abajo packings to a local factory.

A. M. Calzada & Co. turned over 100 bales of Partido and Remedios to city and northern manufacturers.

Alberto Catterfeld, known for 30 years in the leaf tobacco business as an exporter and commission merchant, although retired lately, died Friday last from an apoplectic stroke and was buried Saturday. He was universally liked by the trade in Havana as well as in the United States and Germany, his funeral being a demonstration of the esteem he was held in by his friends. He having been ailing for some time his sudden demise must have come as a relief from a painful existence. He leaves a widow, but no children of his own.

Sol Hamburger has as usual been as busy as a beaver hunting up goods only that have merit and will sell readily in the United States. He must have secured fully 500 bales of Vuelta Abajo and Remedios.

Receipts of Tobacco from the Country,

	Week Ending Dec. 5. Bales	Since Jan. 1. Bales
Vuelta Abajo	492	161,822
Semi Vuelta	171	10,021
Partido	305	46,070
Matanzas	3	140
S. Clara & Remedios	3,743	103,755
Santiago de Cuba	—	8,722
Total	4,714	330,530

Independents at Washington.

Tobacco Manufacturers Discuss Otjen-Tawney Bill and Other Matters.

Washington, D. C., Dec. 12.—The association of Independent Tobacco Manufacturers which met at the New Willard hotel in this city on Thursday morning last, has been in almost continuous executive session during the entire meeting. This association, which is intended to be a national organization, has its headquarters in Richmond, Va., and practically all of the manufacturers from that city were here while among the two hundred manufacturers present, other cities represented were as follows: Rochester, N. Y.; New York City; Lynchburg and Danville, Va.; Covington and Louisville, Ky.; Nashville, Tenn., and Cincinnati, Ohio.

The following gentlemen were the officers for the second annual meeting just closed: Mr. John Landstreet, of Richmond, Va., president; Mr. Walter J. Friedlander, of Cincinnati, secretary; John Landstreet, Walter J. Friedlander, G. B. Miller, and R. A. Whalen, executive committee.

From all that can be learned as to the subjects under discussion during the executive session, which, as stated above, occupied practically the entire meeting, it appears that the bill to be known hereafter as the Otjen-Tawney bill, printed in your columns some weeks ago, as introduced at the extra session by Representative Tawney of Minnesota, occasioned most of the extended and warm debate of which echoes reached the outside. This bill was originally introduced by Representative Otjen of Milwaukee, Wis., and passed the House at the last session of the 57th Congress, through the unanimous support of the independent manufacturers, but it did not get to the Senate.

The feature of the bill was the prohibition of the redemption of tags, wrappers and bands by the manufacturers. The independents assert that the trust, with its multifarious brands and kinds of tobacco, is able to give premiums on a smaller number of tags than they are and that for this reason the consumer prefers trust goods.

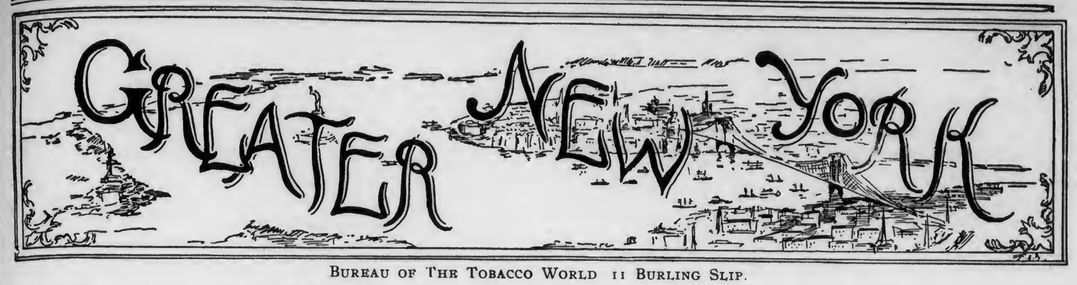
It was supposed that the independents would support the same bill again this year, but as soon as these gentlemen began to assemble it became evident that there was disaffection in their ranks, especially among the manufacturers of Danville, Va., and Winston, N. C., Messrs. Brown and Bailey of the latter city soon developing into leaders for the opposition faction. These gentlemen feared that the bill, if enacted into law, would prove to be unconstitutional and that the independents being bound by the action of the association would be obliged to respect its provisions while the trust could profit by it. Some of the manufacturers favored dropping the bill and advocated a clearing house as a method of offering to redeem a smaller number of tags, wrappers and bands in combination.

The debate in executive session grew so warm that several of the members threatened to leave in a body, but they were met by peaceable words. A resolution was finally adopted late last night to the effect that the legislative committee should confer with the Ways and Means Committee of the House of Representatives for the purpose of getting the Otjen-Tawney bill so amended that it would without doubt be constitutional and also while prohibiting the redemption of tags, wrappers and bands, still permit manufacturers to put these trademarks upon their goods. With these changes the association united and the resolution was declared adopted unanimously.

John E. Lane, president of the Retail Cigar and Tobacco Dealers' Association of America, appeared before the association in behalf of his people and it was agreed by the independent manufacturers to recognize the stamp of the retailers although no binding action was taken. Thomas J. Donegan, president of the Tobacco Dealers' Association of New York, spoke of the work of the independents and asked for recognition at the hands of the manufacturers, which was promised.

The following officers were elected for the coming year: John Landstreet, of

(Concluded on p. 22.)



BUREAU OF THE TOBACCO WORLD 11 BURLING SLIP.

The Retail Cigar and Tobacco Dealers' Association of New York will be represented at the National Convention in Chicago January 12 by Messrs. Freeman, Lane and Donigan whose expenses the national body pay, they being directors. Messrs. Plechner, Busing and Berg have also been chosen delegates, but will have to pay their own expenses if they attend. The next regular meeting of the local association will be omitted, on account of the holiday season.

***

Adolph Herschel and Lorenzo Semple have been appointed administrators of the estate of Maximilian Herschel, who had always been supposed to barely earn a living, but who, when he died last July, was worth $950,000, made in dealing in tobacco.

***

Can a cigar on which a band has been placed at the factory and then packed in a box be exposed for sale after removal of the band, without violation of law?

To this question many a cigar dealer would unhesitatingly give a negative answer, asserting that the band can be removed only by taking the cigar from the box and that returning it to the box is a direct violation of law, despite the fact that the practice of giving a customer his choice of a handful of cigars is practically universal and is winked at by the internal revenue authorities.

Nevertheless a little thought will convince anybody that an affirmative answer may be given, although something very much in the nature of hair-splitting is involved. A cigar is not actually removed from a box as long as any part of that cigar remains in the box. A band can be cut and removed without disturbing the cigar—unless, of course, the paste fastening the ends also fastens it to the cigar wrapper. A cigar can be raised from its position, with the cut end remaining in the box, and, the band having been slipped off, can then be returned to its original position without having been removed from the box.

Of course, only the most timid of dealers would exercise such extreme precaution, but when bands are removed in any way prior to sale of cigars to the consumer, the consumer is justified in suspecting that an attempt to make him a victim of box-stuffing has been made. As the contents of a box are gradually sold, however, removal of bands without removal of cigars from the box becomes a very simple matter, there being plenty of room for doing the work.

Many New York dealers who offer seven or eight widely advertised cigars for 25 cents do so with the understanding that the customer shall leave the bands with the seller, and some make the distinction of giving seven cigars with bands for that price and eight cigars of the same kind without bands for same amount of money. In some instances the dealer has a box containing cigars from which the bands have been removed and unless he knows his customers, asks, "With or without bands?" This, if he is not dishonest, he does simply to save time, as impatient customers are unwilling to wait to have bands taken from the cigars they buy.

Nevertheless, removal of bands only with the customer's permission and in his presence, is the only safe course for a retailer. Other practices in the matter may be followed without trouble for weeks or months or years, but at any time a complaint may be made and serious trouble may follow. The retailer who removes a band before selling a cigar not only has reason to fear trouble from an internal revenue officer, but may be complained against by anybody who suspects box-stuffing, or by men seeking a market for cigars which do not have bands, or by somebody who has a personal grievance against him.

Exposing for sale a cigar banded by the manufacturer and from which the band has been removed is not positive proof of a violation of law but is sufficient evidence to place the burden of proof on the accused in case an arrest should be made.

***

Joseph Dodis, a twenty-year-old cigarmaker, one of the prisoners taken by Captain F. Norton Goddard's Anti-Policy Society agents in the raid on the cigar store at 36 East Fourth street, had in his possession at the time of his arrest $58,000 in cash. The money was in bank notes, some as large as $1,000, and was tucked away in his pockets. The money is believed to be the bank roll of the banker of the string of East Side policy shops of which the two raided on Saturday were a part. When Dodis was questioned about the money he said that it was his own savings.

***

If the sealed bids for the assets of the Max Schatz Co., to be opened Thursday of this week, are rejected by the receiver, the tobacco and cigars will be sold by auction December 21 at 10.30 a. m.

***

The American cigarmakers' protest against that portion of the Cuban Reciprocity bill which proposes a large reduction in the tariff on manufactured cigars from the West Indies is being represented by James Wood, who is in Washington as a special commissioner from the Cigarmakers' International Union. He has presented a memorial to the United States Senate containing these reasons for the cigarmakers' opposition to the ratification of the Cuban treaty, which has passed the House of Representatives:

"Because: There are 100,000 cigarmakers in the United States, who, during the year ending June 30, 1903, made 6,742,734,942 cigars; about 350,000,000 of which were made from clear Havana tobacco imported from the Island of Cuba.

"Because: The Tobacco Trust controls about 80 per cent. of the output of the cigars of the Island of Cuba.

"Because: The trust with a contemplated reduction of 20 per cent. duty on imported cigars, will be still further enabled to come into the markets of the United States and undersell the home producers.

"Because: With this great difference in wages added to the $12.60 proposed reduction in the import duty on the manufactured cigar, the Trust, with its vast wealth, can continue indefinitely to undersell the home producer and finally control with Cuban labor the clear Havana cigar trade of this country, to the detriment of the many thousands of American merchants and cigarmakers who depend upon this work to maintain themselves and families.

"Because: The great bulk of the growing industry of making clear Havana cigars in the United States will be shifted to Cuba in the event of ratification of this treaty, as the following will show: From November 6, 1903, up to and including November 20, 1903, there were 838 cases, containing 8,380,000 cigars, imported into the United States from Cuba; 5,640,000 of this number were consigned to the Trust.

"It should be evident that it would be unwise to seriously injure, if not entirely destroy, the important and growing trade of clear Havana cigarmaking in this country by enacting the proposed legislation."

***

J. Horwitz of 398 Sixth avenue is active in the movement to secure election of directors of the Retail Cigar and Tobacco Dealers' Association of this city who will pledge themselves to secure for every member equal voting power whether he owns one or many shares. The nominees for whom he asks the members to vote are Jacob Horwitz, M. Katz, Theo. Schneider, H. Ashner, J. Blankenstein, L. Nadler, John Bahr, S. White, M. M. Plechner, G. Kracker, A. W. Haar, A. Walkup. The election of directors will be held the first Tuesday in January. Mr. Plechner and Mr. Aschner state that they favor re-election of the present directors and that their names have been used by Mr. Horwitz without their consent.

***

Gottlieb Kaufmann, who died Saturday evening of pneumonia at his residence, No. 49 East Sixty-sixth street was born in Freinsheim, Baden, seventy-five years ago, and came to this city in 1855 to engage in the cigar business, founding the firm now known as A. L. & A. G. Kaufmann. Mr. Kaufmann later founded the firm of Kaufmann Brothers & Bondy in Grand street.

***

In New York, Philadelphia and, in fact, all over the country, announcement by the Treasury Department of the number of cigars "of all brands, no matter by whom manufactured" the United States collected taxes on during the month of November, 1903, is anxiously awaited. On these figures, as practically everybody knows, will depend the awards of $142,500 by the Florodora Tag Co. The principal prizes are one of $5,000, two of $2,500 each, five of $1,000 each, ten of $500 each and twenty-five of $100 each. In last year's contest twenty-one days passed after the expiration of the month before the figures were announced, and probably as much or more time will be needed this year. In the next issue of The Tobacco World the figures may reasonably be expected to appear, but Christmas may have passed before the names of the lucky guessers can be made known.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San José, HAVANA, CUBA.

HAVANA TOBACCO COMPANY
TRADE MARK
111 Fifth Avenue, NEW YORK
SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Yncian	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguedad
La Flor de Naves	El Aguila de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murias
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estella	J. S. Murias y Ca.
	H. de Cabanas y Carbajal.	

LEOPOLD SCHMID FRANK LANGE
L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

Established 1840. Cable "Nargh"
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH, ENOS SMITH. NEW YORK.

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. *NEW YORK.*

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

ROTHSCHILD & BRO.
121 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK

H. J. SCHOENER. CABLE ADDRESS "TACHUELA"
H. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

PHILADELPHIA

RETAILERS' ASSOCIATION.

A meeting of the directors of the Retail Cigar and Tobacco Dealers' Association of Philadelphia was called for last Friday, but, there being no quorum, no business could be transacted. President Tuck will therefore take charge of arranging for the annual meeting, the date for which is January 7. An attendance of fifty will be necessary then, for that is the quorum provided for in the constitution and by-laws for an annual meeting. Every effort will be made to secure a quorum and there is no good reason why these efforts should not be successful as there are between eighty and ninety members who will then be in good standing without additional payments of dues. President Tuck has looked into this matter carefully and finds that the seventy-six members who paid a year's dues in advance on or before December 1, 1903, will be entitled to vote without additional payment any time before March 1. Other members, who paid dues in May and October, are also entitled to votes. Consequently the organization cannot die from inanition before the end of February. So, even if no annual meeting is held, there will still be the better part of two months in which to hold a meeting at which an attendance of twenty-five will constitute a quorum and at which the association can be reorganized under a revised constitution and by laws.

SABBATH OBSERVANCE.

Although the meeting called for last Thursday evening in Industrial Hall by F. B. Robertson "for the purpose of opposing persecution" had been widely and thoroughly announced by means of circulars, newspaper notices and personal calls by Mr. Robertson upon those he particularly wanted to interest, there was a total attendance of less than fifty. The meeting, however, was a decidedly interesting one. Mr. Robertson presided and, after calling the meeting to order, read a letter from Rev. Dr. Madison C. Peters in which Dr. Peters said that while he believed in suspension of all unnecessary labor on Sunday he had no sympathy with the persecution of little dealers while the big fellows were let alone and that personally he was "in favor of repeal of the blue law passed more than a century ago." Mr. Robertson reviewed the efforts which had been made to put an end to the persecution of cigar dealers who do business on Sunday, told of charges of perjury now pending against agents of the Sabbath association, criticized Rev. T. T. Mutchler's assertion that eighty per cent. of the Philadelphia cigar dealers would be glad to keep their stores closed on Sunday, adding that he had challenged Dr. Mutchler to produce even ten per cent. in support of that assertion, told of cases where widows and cripples had been made actually penniless through having to pay fines for Sunday selling, and told of members of the Sabbath association, one the President of the Baldwin Locomotive Works where hundreds of men are employed on Sundays, who regularly violated the law and were not prosecuted.

A paper explaining and justifying the action of the November Grand Jury in condemning the prosecutions under the law of 1794 was read by Mr. Cohen, who was secretary of that jury.

Rev. Dr. Shaw of Plainfield, N. J., of whose church Rev. A. H. Lewis is a member, made a brief address and then came the chief address of the evening, that by Mr. Lewis. Mr. Lewis is a man of impressive appearance and much oratorical ability and is full of energy and enthusiasm. Incidentally he condemned the methods of the officers and agents of the Philadelphia Sabbath Association, but most of his address was given to explaining and endorsing the position of the Seventh Day Baptists in denying that the civil law had a right to make an act committed on one day of the week a crime when the same act committed on any other day of the week was not only a wholesome act but a praiseworthy one. He declared that the legislators of Pennsylvania dared not do what in their hearts they knew they ought to do, they being "afraid of the religious vote here and the irreligious vote there." "Is this 1903 or 1623?" he asked. "In 1623, in Boston, where this sort of thing started on this side of the Atlantic, they put what they called 'Sabbath-breakers' in cages on the Common, or put them in stocks, where the boys threw sticks and stones at them. This whole system of Sunday legislation was begun by the Pagans in Ancient Rome. There are two sources of the Sunday legislation in the United States. One was under the rigid rule of Cromwell and the other was under the milder rule of Charles II. The law of 1794 cannot be enforced against anybody except weak men and women who haven't the political pull and money to protect themselves. This city is cursed with grafting and straw-bail. In it all sorts of public vice are protected. Locomotive works can run on Sunday, but men and women who are trying to keep themselves from becoming paupers are made the victims of an unjust law. If a man wants to work seven days in the week allow him to do so. Every man has a right to earn his living and a right to work when he will. If you, gentlemen, don't want to keep the Seventh Day, as you ought to, I won't try to force you to by civil law. Sabbath observance is wholly a matter of conscience."

Votes of thanks to the speakers and the November Grand Jury were passed, and the meeting was then dismissed.

ANOTHER PLANTATION BOUGHT.

The following, from the Tallahassee "Capital," concerns a well-known Philadelphia cigar house:

"Messrs. Hirschberg & Rosenberg of the El Provedo Cigar Factory have just purchased another plantation, consisting of 442 acres of fine tobacco land. The new purchase adjoins their present Lake Jackson tobacco plantation. This gives them a total of about 750 acres, and will enable them to largely increase their operations. The work of preparing for next season's crop is progressing as rapidly as a large force of laborers can do it. The first 35 acres of shades will be up by the first of January. The residence of their superintendent is almost completed, and barns and packing houses are under way. The first barn has been finished, and a large number of houses for the employes will be erected.

PREACHERS AND JURORS.

The Ministerial Association of the Presbytery of Philadelphia passed the following at its meeting Monday:

"Whereas; the Grand Jury in their presentment went out of their way to admonister a rebuke to the citizens of this city who are endeavoring to enforce the Sunday law, and by their deliverance encourage the violation of law, therefore,

"Resolved, That we express our deep regret that men appointed for the maintenance of law and order should discourage those who are endeavoring to have existing laws enforced.

"Resolved, That we call upon all good citizens to enter their protest against such action on the part of the Grand Jury."

INTERNAL REVENUE RECEIPTS.

The receipts for stamps at the Philadelphia Internal Revenue office for the month of November were:

Cigars	at	$3 00	$152,955 18
"		54	6 75
Cigarettes	"	54	116 10
"	"	1 08	4,058 64
"	"	3 00	36 00
Snuff	"	06	21,147 30
Tobacco	"	06	4,784 48
Total			$183,104 45

FINED FOR SUNDAY SELLING.

Joseph Albrecht, 811 Vine
A. Assa, 8th and Oxford
W. Barber, 502 N. Broad
J. P. Benson, 433 S. 15th
Corneilus D. Cassady, 11th and Walnut
F. M. Callen, 805 Columbia ave.
John Deasley, 2005 Germantown ave.
Sigmund Glaser, 5721 Germantown ave.
B. A. Gesing, 2844 Germantown ave.
Ellis C. Hamed, 307 N. 13th
John C. Heubner, 1244 N. 8th
Joseph Hirtzel, 3404 Germantown ave.
Joseph Hutter, 2524 N. 10th
A. Klauser, 3617 Germantown ave.
Benj. Lipschutz, 44 N. 12th
George W. Lake, 2639 Germantown ave.
Charles Magee, 2125 Germantown ave.
C. P. Muna, 1233 Market
Wm. Nounamaker, 3535 Germantown ave
Charles Pollert, 3827 Germantown ave.
S. P. Rothman, 8th and Norris
J. M. Stoever, Broad Street R. R. Station
D. Scott, 3847 Germantown ave.
John Sauer, 3824 Germantown ave.
J. J. Scheuerer, 800 Spring Garden
S. Scharf, 8th and Green
E. C. Sterner, 20 N. 12th
George Schmidt, 2604 Germantown ave.
H. N. Shive, 2358 Germantown ave.
J. Thomas, 3055 Germantown ave.
Joseph Way, 1105 Market
Wm. B. Wells, 319 N. 8th
J. Weitzman, 1128 Spring Garden
M. Ziffenblatt, 53 N. 13th
Union News Co., Broad St. R. R. Station

SPECIAL NOTICES

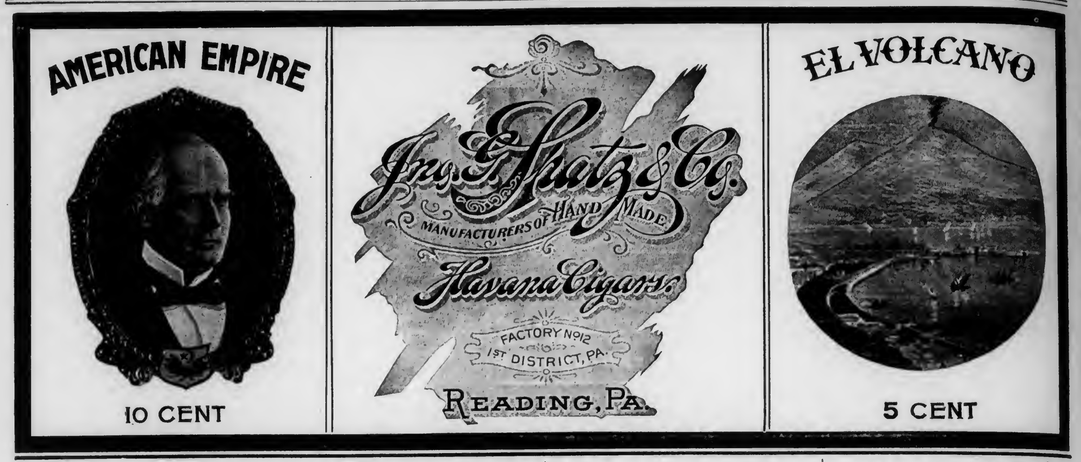
(12½ cents per 8-point measured line.)

JOB LOTS OF CIGARS WANTED for sale by a prominent brokerage firm. Any quantity. Prices must be low and goods salable. Address Box 22, Care of The Tobacco World, Philada. 10 21-11t.

WANTED.—Experienced Salesman-Manager—One who can control and manage force of Sub salesmen, and would take occasional trips, for a well-appointed and up-to-date factory. Good salary to the right man. Address "SALESMAN," care of The Tobacco World, Phila. 12-16-3

CIGAR FACTORY, FOR SALE OR RENT, First District, Pa., near Reading, three stories and basement, fully equipped for 100 hands, steam heat, elevator, sweat room, good light, excellent railroad facilities. Price and terms reasonable. Address, BARGAIN, Box 9, care of The Tobacco World, Phila. 12-2-16

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York



MOSTLY PERSONAL.

The Havencia Cigar Co, has moved from Third and Arch streets, to Tenth and Commerce.

Incorporation of the United States-Cuba Tobacco Co., of Philadelphia, with a capital of $500,000, to manufacture and sell leaf tobacco, is reported from Dover, Delaware.

George W. Newman, of Young & Newman, was at his place of business Monday for the first time in ten days. Even then he was suffering with so severe a cold that he was unable to talk above a whisper.

The Grand Jury has returned as ignored the bill against Edward Bodenstein, who, during the Twenty-eighth Ward School Directors' case was charged with attempted embracery upon John Irhing, a cigar dealer at 2845 Diamond street.

The large supply of Wisconsin wrappers recently received by George Burghard may not be better than some he has before provided for his customers, but they certainly are the equal of any, and any cigar into the composition of which they enter is sure to have a satisfactory burn.

City trade, in Vesper, Nickelby and Civilian cigars, is particularly good with Oblinger Brothers & Co., and the firm is also doing a good western trade which the recent trip of Mr. T. Maloney, one of the members of the firm, to St. Louis, Chicago, St. Paul, Denver, etc., materially accelerated.

Hipple Brothers have issued a particularly artistic calendar for 1904, the principal feature being a colored picture of a golf girl resting on a country fence. The young woman as represented is the embodiment of energy and vitality, which are characteristics of the manner in which Hipple Brothers do business.

Carrie Pape appeared before Magistrate Gillespie at the Dauphin street station and swore that John Macklin, of Madison avenue, above Emerald street, wandered into her cigar store, 2122 E. Dauphin street, and for some reason knocked down one of the show-cases. He was held in $400 bail to keep the peace. Fifteen dollars damage was done.

Roydhouse, Airey & Co. have begun work on the first building for the new plant of Frismuth Brothers & Co. at Seventeenth street and Lehigh avenue. This building will be a storehouse 201 by 84 feet and will be finished by March 1. Owing to uncertainty concerning labor conditions the contract for the factory building may not be placed before next spring. As the firm owns its present quarters on North Third street it is in a position to postpone a complete change of base until conditions are favorable in all respects.

PHILADELPHIA LEAF MARKET

The leaf business is dull in Philadelphia, as it is everywhere else just at present. Slack business is always expected in December and these expectations are invariably fulfilled. After the New Year has begun, however, a general revival of activity is looked for, as many manufacturers have bought so little stock lately that they will then be obliged to replenish.

EXPORTS.

Rotterdam.—1 box samples leaf tobacco, 51 hogsheads tobacco.

London.—16 tierces tobacco strips, 51 hogsheads leaf tobacco, 30 cases plug tobacco.

Antwerp.—207 hogsheads tobacco, 10 cases plug tobacco, 155 cases leaf tobacco.

BREACH OF PROMISE.

Alleged in Suit Against a Cigar Dealer in Kansas City.

Suit has been brought in the circuit court at Kansas City for $1,999 and costs against Theodore J. Clark, a cigar dealer at Thirty-first and Holmes streets, for damages said to be sustained by Maud Martin, a 17-year-old girl.

The petition in the suit, which takes the character of a garnishee and attachment, states that July 25 last, Clark obtained from Miss Martin a promise of marriage and that he in return made a similar promise. Under this bond of promised matrimony it is alleged that Clark declines to keep his word, although he has been frequently asked to fulfill the contract.

In consequence of this alleged failure on Clark's part the suit is brought by Jennie E. Martin, as the next friend of Maud Martin, she being a minor under the laws of the state of Missouri. The National Bank of Commerce has been garnisheed and an attachment has been issued for the sum of $1,999, which is supposed to be deposited in the bank to Clark's credit. This amount is asked for as partial compensation for the damage to Miss Martin's feelings and affections and in a measure to repair the damage done.

UNABLE TO RAISE FUNDS.

A Disappointment for the Projected Burley Tobacco Growers' Association.

Lexington, Ky., Dec. 14.—President W. B. Hawkins, of the Burley Tobacco Growers' Association, returned from Cincinnati, where he had been on business affecting the association. He confirmed the report that the association has thus far failed to secure the funds requisite to placing it in a position to handle this year's crop. Three propositions to finance the undertaking were made and a satisfactory arrangement could not be made with any of the parties. However, negotiations have not been abandoned, and it is yet hoped that the support required may be forthcoming.

Mr. Hawkins said that the attitude of the association was to urge growers to hold or pool their tobacco and await the culmination of negotiations now pending.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf Tobacco
East Petersburg, Pa.

CIGAR MOLDS
VERTICAL TOP
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
THE AMERICAN CIGAR MOLD CO
121-123 WEST FRONT ST., CINCINNATI, O.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in Leaf Tobacco
Lancaster, Pa.

J. W. BRENNEMANN,
Packer of and Dealer in
Leaf Tobacco
MAIN OFFICE,
Millersville, Pa.

United 'Phone: { No. 931 A, Millersville. No. 1803, Lancaster.
Lancaster Office, 110-112 W. WALNUT STREET

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

Menno M. Fry & Co.
Packers of and Dealers in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

IRREGULAR PAGINATION

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

Paila delphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots

Are the finest product of the kind on the market

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

Match It, if you Can---You Can't.

F. B. ROBERTSON, Factory Representative for Penna. 1133 Ridge Avenue, Phila.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.

JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUEHL, Formerly with F. C. Linde, Hamilton & Co.

C. E. HAMILTON.

C. C. HAMILTON & CO.

Tobacco Inspectors, Warehousemen & Weighers

Sampling in All Sections of the Country Receives Prompt Attention.

Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York

First-Class Free Storage Warehouses:

209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;

Telephone—13 Madison Square

Main Office, 84--85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

EMBOSSED CIGAR BANDS

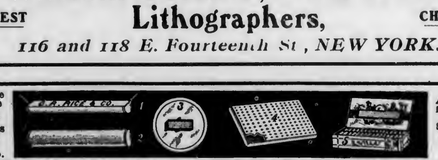
Are All the Rage.

We have them in large variety. *Send for Samples.*

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.



A sure cure for Dry Cigars and Tobacco.

A cure for foul, slimy, Sponge, Cotton and Felt.

The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stands in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.

Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock.

No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities.

No. 3 for tobacco pails. No. 4, Pans 14x12x2⅜ to slide in rear of silent salesman case in place of wooden pan wrongly placed with perforated side up; also size 9x7x1⅞ for each wall case shelf; 9x18x2⅜ for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.

O. R. RICE & CO., 103 East 14th Street, NEW YORK.

WASHINGTON LETTER.

(Concluded from p. 8.)

Richmond, Va., was re-elected president, and H. F. Miller, of Philadelphia, re-elected vice president. Other officers elected were: Secretary, Walter J. Friedlander, of Cincinnati; treasurer, Adolph Osterlob, of Richmond; Executive Board, W. D. Bow, Louisville, Ky.; P. F. Whalen, New York; John Spencer, Danville, Va.; S. S. Bloch, Wheeling, W. Va., and Mr. Brown, Salem, N. C.

Before adjournment President Landstreet appointed the following committees:

Executive—S. S. Block, of Wheeling, W. Va.; George T. Brown, of Windsor, N. C.; George Bow, of Lexington, Ky.; R. F. Whalen, of Rochester, N. Y.; J. D. Spencer, of Danville, Va.

Membership—J. W. Brown, of Louisville, Ky.; R. F. Whalen, of Rochester, N. Y.; Hugh Campbell, of Richmond, Va.

Finance—J. W. Surgrug, of New York; George M. Casey, of Cincinnati, and P. Watson, of Martinsville, Va.

Legislation—E. O. Eshelby, of Cincinnati; T. J. Phelps, of Roanoke, Va., and Albert Wisert, of St. Louis.

Several Congressmen who were interviewed in regard to working for the Otjen-Tawney bill declared that they had in their districts both independent and so-called trust manufacturers and that they proposed not to commit themselves on the subject if they could avoid it.

President Landstreet, of Richmond, Va., president of the Independent Tobacco Manufacturers' Association, had the following to say to-day in regard to the work of the association:

"There are several reforms in the tobacco trade that our organization is earnestly seeking to effect. One of our chief aims is embodied in a bill that passed the House at the last session of Congress. Its purpose is to put an end to the present evil system of conducting the tobacco business after the gift enterprise fashion, exhibited in the distribution of coupons that call for all sorts of articles of merchandise. We purpose that goods should be sold on merit, and that the business should be put on a legitimate and wholesome basis, rather than induce trade by bribery.

The independent manufacturers, in the aggregate, represent an immense amount of capital and give employment to thousands of wage-earners. They feel they have a right to ask protection at the hands of Congress, and they also expect to interest the secretary of the Department of Commerce and Labor in their present undertaking."

Removing Box-Covers.

Dealers Warned that a Practice which is Quite Common May Cause Trouble.

Washington, Dec. 12.—Some of the Internal Revenue Collectors have been laboring under the mistaken idea that the Bureau permits the keeping of the covers of cigar boxes directly under the particular box to which it belongs in the case. In consequence of this misapprehension of former rulings, the Commissioner has sent out the following:

"In a broad sense, a box of cigars without a cover is not a statutory package. A considerable part of the stamp, and possibly also the brand and caution notice, is missing. Prima Facie, as the box has but part of a stamp upon it, it is liable to forfeiture under Section 3398 R. S. The evidence of tax payment is the stamp. Part of a stamp is not such evidence, and in such case the burden of proof that the contents were taxpaid would be on the party in possession.

"It is recognized that the lid of an open box of cigars in a case obsures the view of the contents of an adjoining box, and for this reason more case room is required for cigars in boxes with lids attached. This office cannot, however, commit itself to the proposition that part of a box and of a stamp may be entirely detached from the main partition, without any liability being thereby incurred.

"As this matter has not heretofore been made the subject of a ruling, no hasty action should be taken in the case of parties who have removed the covers of boxes of cigars. They should be advised that it is to their interest, as well as the interest of the Government, that cigars should be kept under cover of the stamp, marks and brands in complete form."

Fine-Cut Tobacco,

What Government Regulations Authorize and What They Forbid.

Washington, December 12.—Acting Commissioner Williams, in issuing a ruling of the Internal Revenue Bureau, as to subdivisions of chewing tobacco, at the same time send out a warning to manufacturers, both of which are embraced in the following:

"Subdivision packages of fine-cut chewing tobacco, which, in themselves are not statutory packages, are, by the regulations, permitted to be used without the words 'This is an authorized subdivision taken from a properly stamped package' being printed thereon, as this assertion is considered misleading and unwarranted under the present regulations."

The warning is contained in a letter to collectors, which says:

"You may inform the manufacturers of fine-cut chewing tobacco in your district that no subdivisions of the contents of packages of fine-cut chewing tobacco will be permitted which are in themselves of a weight fixed by Section 3362, as amended, as statutory packages. When packages are put up in a factory weighing 1, 1 2-3, 3, 2½, 3, 3 1-3, 4, 8 or 16 ounces each, such packages must be stamped, labeled, etc., as required by law.

"In time past authority has been granted for subdivision which, at the time, were not of a weight included among those provided for by law, but some of which have since been embraced among the weights fixed for lawful packages by subsequent legislation requiring their elimination from authorized subdivisions of fine-cut chewing tobacco.

"Under the provisions of Regulations No. 8, revised July 1, 1903, manufacturers of fine-cut chewing tobacco are authorized to put up such product in subdivision packages, and so long as such subdivisions do not come within the designation of statutory packages their size or weight is immaterial.

"Manufacturers should, however, guard against putting up subdivisions of a weight so closely approaching the weight of a statutory package as to call for an investigation of their goods on the market to determine whether packages have been removed requiring stamps without the proper stamps being affixed thereto."

Romance in Lancaster.

Wedding Follows Discovery of Name and Address in Cigar Box.

Lancaster, Dec. 14, 1903.

The absence of out-of-town buyers during the past week has added to the dullness experienced, as local trade was also very quiet.

Mr. E. Goslinski, of San Francisco, was in our local market last week and made some few selections of leaf for his trade.

A sad incident occurred here last week. T. A. Hene, who represents Wedeles Bros., leaf dealers, at Chicago, was on an Eastern business trip and when he arrived at the P. R. R. depot here he was handed a telegram from Chicago advising him that his wife was critically ill, and with slight chances of recovery. Mr. H. proceeded to Chicago on the first fast train that he could catch.

B. L. Speck, a cigar broker of Pittsburg, and Saml. Sternfeld, of Sternfeld & Danner, cigar brokers of Chicago, were in town recently to see some of the manufacturers whose accounts they have in their respective places.

Herman Stein, of Pittsburg, has bought a property on South Duke street and will soon begin the manufacture of stogies in this city. It is not known whether this is to be a branch of his business in Pittsburg, or whether he intends to transfer his entire business to this city.

Preparations are already under way for January 1st changes among several Lancaster houses.

B. M. Mowery & Co. have commenced removing their stock, as they will discontinue the leaf business on January 1. Mr. B. M. Mowery will be in charge of the packing warehouse here of E. Bach & Son, New York.

Walter S. Bare will also take possession of the Bricker factory at Lititz on the first of the year. He seems to be starting under favorable circumstances. He will be represented from the beginning by a well-known brokerage firm in Chicago, who cover thoroughly the Middle Western States.

As soon as Mr. Bare vacates his present leaf warehouse W. R. Cooper will take possession, vacating his present warehouse at 138 Market street. This latter warehouse will, however, not remain idle. It will be taken by J. K. Leaman, who will enter the leaf business on his own account. Mr. Leaman was formerly a member of the firm of P. L. & J. K. Leaman, and for some time past has been a salesman with W. R. Cooper.

There are now practically only three cigar box manufacturing establishments in this city. The Miller Manufacturing Co. has discontinued cigar box making and will remove to Brooklyn, N. Y., where they will continue manufacturing letter files. The Inland City Cigar Box Co. has already found good use for its increased facilities, and find that the 40x60 feet 3-story addition is none too much. Additional elevator facilities are yet to be added, as well as some additional machinery in the printing and label department.

John A. Kaufman has just made a flying visit among the trade in Philadelphia, Trenton, N. J., etc.

Sam Kaufman, with Wm. Steiner Sons & Co., lithographers, New York, was a visitor here this week.

W. J. Bailey, of the Eureka Sign Company, Reading, Pa., has been showing the trade here some fine specimens of signery which attracted considerable attention and resulted in some good business for his house.

The "romance of a cigar box" has just become public here by the engagement announcement of Miss Emma Ettinger to John Mundy, of Brooklyn, N. Y. Miss Ettinger was employed at a local cigar factory, and with a dozen other girls put her name and address in several boxes of cigars in a spirit of fun. One fell into the hands of Mr. Mundy, a restaurateur, of Brooklyn, and the correspondence which followed resulted in his coming here on Hallowe'en. The couple became engaged immediately. Miss Ettinger's sister, Mrs. John Hill, of Boston, was married after seeing her husband twice, the first time when he was a volunteer soldier at Mt. Gretna, the second when he came here to claim her as his bride.

Incendiarism nearly cost Mr. R. E. Jacoby, of Rothville, this county, his cigar factory last week. The fire was discovered before any great damage had been done. It was subsequently noticed that the floor had been saturated with oil, which no doubt the perpetrator believed would assure the destruction of the building.

Contrasts in Reading.

Some Manufacturers Rushed with Orders While Others Complain of Dull Times.

Reading, December 14.—While a few of the larger cigar factories here are rushed a number of smaller ones are complaining bitterly of dull trade. In fact, one manufacturer remarked that he had not experienced so dull a December since he began business—twenty-seven years ago. Again, other manufacturers are rushed and expect to close down during the holiday season only long enough to properly take stock account.

John G. Spatz returned last week, after a six weeks' visit among his principal distributors in the West, and seems highly elated with the results of his trip. All in all the factory has had a very busy year, and will undoubtedly show a very marked increase in the output over that of 1902. The factory forces have been kept busy overtime for some weeks past.

Fred Hasse, representing J. Cohn & Co., and Theodore Bixby, also of New

How about your Stock of Revenue Books ?

WE can furnish the latest Revised

Cigar Manufacturers, Leaf Dealers, and Tobacco Mfrs.' Books.

They are made of good paper, have the best binding and will therefore give best results to the user.

We furnish these books with your advertisement on front cover in large and attractive design and at a price that will get your order.

Do you know that a REVENUE BOOK is the best advertisement for a CIGAR BOX MANUFACTURER or LEAF DEALER?

A GOOD CHRISTMAS PRESENT.

Better and Cheaper than a Calendar

Your customers will use it every day, the gift is appreciated and he must have it. It reminds him of your firm every day.

That's the idea of advertising.

Let us quote you prices and furnish you samples.

WHY do we sell more Revenue Books to the tobacco trade than all other makers combined?

The Sternberg Mfg. Co.

Davenport, Iowa, U. S. A.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Special Brands made to order. JOHN E. OLP, Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of *Nashville, Pa.*

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

Is as fine as can be produced. Correspondence, with Wholesale and Jobbing Trade only, solicited.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—Established 1865—
JOHN SLATER & CO.
Makers of Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

York, were visitors in the trade here this week.

It was rumored here last week that a local cigar manufacturer was in financial difficulties, but later developments seemed to indicate a possibility of his "bridging over." The actual result, however, is yet somewhat doubtful. It is known that several weeks ago some goods were surrendered to the parties from whom they had been bought, which facts caused much comment and many rumors, some wild, and some otherwise. It was not until ten days ago that anything further occurred to mar the serenity of the situation.

Gossip also has it that A. T. Morris, a cigar jobber of Cincinnati, is soon to have in operation here a cigar factory, the entire product of which will be handled by him in Cincinnati.

B. L. Speck, a well-known cigar broker, of Pittsburg, Pa., has been here on a short visit, and while here was a guest of E. E. Kahler, the Buttonwood street cigar manufacturer.

York and Vicinity.

Another General Raise in the Wages of Cigarmakers.

York, Pa., Dec. 14, 1903.

Since the recent general agitation for a raise in the price paid for making cigars in Windsor to the standard maintained prior to the trouble of a short time ago individual efforts have caused another general raise. In fact, in order to retain employes, it is absolutely necessary to offer prices in conformity with any raise which any particular manufacturer may wish to make for good, bad or indifferent reasons. Either lower prices will have to be restored, or fewer cigars will eventually be made in that thriving town.

The first manufacturers to be affected in this section under the law forbidding the employment of children under thirteen years of age are Miller Brothers, cigar box manufacturers at Red Lion.

L. Oliver, of Boston, Mass., and the jovial Samuel Sternfeld, of Sternfeld & Damer, Chicago, Ill., were among the cigar salesmen here last week.

Trade-Mark Register.

LA RATHERWISE. No. 14,278.
For cigars. Registered December 10, 1903, at 2 p m, by H. M. Klonin, Philadelphia, Pa.

UNION TUCKS. No. 14,279.
For chewing and smoking tobacco. Registered December 11, 1903, at 9 a m, by Pennsylvania Tobacco Works, Inc., Reading, Pa.

UNION STEP. No. 14,280.
For cigars, cigarettes and tobacco. Registered December 12, 1903, at 9 a m, by E. A. Bollinger Co., Ltd., McSherrystown, Pa.

KING RODERIC. No. 14,281.
For cigars, cigarettes, cheroots, stogies and tobacco. Registered December 12, 1903, at 9 a m, by Frank Jones, New York.

OLD BURGUNDY. No. 14,282.
For cigars, cigarettes, cheroots, stogies and tobacco. Registered December 12, 1903, at 9 a m, by Frank Jones, New York.

TEMPLE HALL. No. 14,283.
For cigars, cigarettes, cheroots, stogies and tobacco. Registered December 12, 1903, at 11 a m, by Braude & Baum, Philadelphia, Pa.

HOTEL RICHMOND. No. 14,284.
For cigars, cigarettes, cheroots and tobacco. Registered December 14, 1903, at 9 a m, by Gresset Brothers, Richmond, Va.

REJECTIONS.

Repeto, The Moss, Red Raven, Duel, Combat.

TRANSFER

"La Olorosa," registered July 1, 1901, by H. S. Souder, Souderton, Pa., was transferred to W. S. Bare, Lancaster, Pa., December 9, 1903.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Panama Patriots, Panama Chief, Cuban Blues, Manillanettes, Key West Banner, Tampa Banner, Irish Glory, Irish Star, Stella Gray, Fortune's Gold, Lord Welby, Lady St. Oswald, Fanatic, Mistress Page, Sir Bevis, Light of Love, Miss Audrey, Dark Clove, Gemma, Elizabeth Cady Stanton, Sir Joseph G. Wolseley, Abbas Pasha, Alexander I., Maxim Gorky, Edward Everard, George Maurier, Rejane, Onimbo, Vestal Virgin, Belmont Square, U. S. Belle, Manuel Amador, President Amador, Lincoln Steffens, Inland Ocean, Inland Seas, Buckner S. Morris, Benjamin W. Raymond, Alexander Lloyd, Francis C. Sherman, Augustus Garrett, Alanson S. Sherman, John P. Chapin, James Curtis James H. Woodworth, Charles M. Gray, Walter S. Gurnee, Isaac L. Milliken, Levi D. Boone, Thomas Dyer, John C. Haines, Julian S. Ramsey, John B. Rice, Roswell B. Mason, Harvey D. Colvin, Monroe Heath, Dewitt C. Creiger, President Parker, Governor Bagley, John J. Bagley, Gov. John J. Bagley, East Texas, Pratt Institutes, Della Ben, Astarte, Public Seal, Fumlaro, American Dignitaries, Associate Seal, Association Seal, Rose Horn, General Huertas, La Tosa, General Seal, Rhapsodie Hungroise, Tampa Recortes, Panse, Joseph McKenna, Sir Charles Dilke, The Rose of Detroit, Fine, Very Fine, Two Tom, Dan-Dee, Union Trump, Breeders, Detroit Queen, Detroit Rose, Michigan Bond, Wisconsin Bond, Count Olivares, Ohio Bond, Indiana Bond, Iowa Bond, Minnesota Bond, New York Bond, Johnson's 5, Lord Weeks, Monna Vana, Duke Alberto, Mantissa, Victor Murdock, Patricia, F. M., Frisia, Our Freddy, Union Reserve, Gridiron Club, Pennsylvania Bond, Missouri Bond, Dakota Bond, Massachusetts Bond, Maryland Bond, New Jersey Bond, Pedro Diaz, La Candida, Illinois Bond, Nebraska Bond, Kansas Bond, South Dakota Bond, Pretty Captive, Judge Sellers.

Strike in San Juan.

San Juan, P. R., Dec. 14.—The International Cigar Factory was closed to-day, all the employes going out on strike in sympathy with the striking breva makers. Several thousand are out elsewhere on the island and a long strike seems certain. No further violence has occurred. The public is not in sympathy with the strikers. Last week the striking cigarmakers and the men who remained at work clashed at a factory in San Juan and during the stampede of a crowd of about a thousand persons two men were shot, neither of them fatally. It was with difficulty that a riot was prevented.

HIGH-GRADE CIGARS
Manufactured by
A. W. Zug,
227 North Cherry Street,
Lancaster, Pa.
We Employ No Salesmen.
All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100 000 to 125,000
Cigars
Factories: YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: York Nick, Boston Beauties, Oak Mountain, Porto Rico Waves
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
ENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"Stage Favorite," a 5-cent Leader, known for Superiority of Quality

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE
Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

W. H. RAAB & SONS,
Manufacturers of
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

La Union Cigar Co.
HANOVER, PA.
Manufacturers of
High Grade Union Made Cigars
Our Special Brands: ALEX. WILSON, PROFESSOR MICHIE, UNION CHIMES, MINERS' VICTORY, LA UNION CROOKS

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced Cigars
Red Lion, Pa.

Remember—the MELODIOSO is Our Leader.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST
IMPORTERS OF PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,
Packers and Dealers in Leaf Tobacco
105 S. George St., YORK, PA.

Walter B Hostetter. B. F. Able.
HOSTETTER & ABLE,
Wholesalers and Retailers of Leaf Tobacco
SHADE GROWN SUMATRA in Bales
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.
Packers of Leaf Tobacco
James and Prince Streets,
LANCASTER, PA.

STAUFFER BROS. MFG. CO.
New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. ☞Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

THOS. R. DECKER
YORK, PENNA.
MANUFACTURER OF

Sweet Damsel, D. & S.
High Grade Medium Priced
Cigars
For the Wholesale and Jobbing Trade.
Correspondence invited.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

Idleness, it has been said, is the father of lies, and with the long cold dry weather of this fall and the scanty condition of the market, if any set of men have been idle it is the men who buy and pack tobacco. The time that has intervened between the usual time of taking down the tobacco and the conditions of the present time, all work together to make a feeling of lonesomeness and the blues. Every one who has ever raised the weed knows that between the time of the first sales and the commencing to pick up the crop, the air is full of all sorts of rumors. This man tells his neighbor that he heard some one say that Mr. A or Mr. B had concluded not to buy any more, for the crop was so poor that they could not afford to buy it. Now do not place any more confidence in such reports than you do in your own observations. Of course we know that the season was dry at the time of setting of the crop, and who has not seen the same before? We know it rained a good many times afterward. Who has not seen the same before? But who is there willing to admit that the dry or wet weather caused the stem of a green and growing plant to rot off? We saw some of the rotten stalks of small tobacco plants, and were told it was the wet weather, but if angleworms were not the cause of the stems rotting, then we were deceived. Our expert correspondents admit that the crop was perhaps, below the average, but the color was good, it handled well and looked all right, and all the crops cannot be poor.

Those who had stem rot when the plants were young and growing should next year put their tobacco on a little drier land, land that would not be picked out as a good place to dig fishworms. Put tobacco on land not with a hard pan subsoil, but with a sandy subsoil, and plants won't rot off, but you will have to use fertilizers a little more liberally. We helped to set 10 acres of tobacco where it was very dry, and every one said the plants would all die. The result was most of them started well, and while we watered but once, using a setting machine, we never saw tobacco start so well.

Our correspondents write:

Suffield, Ct.: "The Bissell and Phillips Syndicate have succeeded in getting their crop down by steaming it and have opened their warehouse and are assorting it. This is the only warehouse in Suffield out of six yet in operation."

Phones: { Keystone, 65-64A Main Bell, 62-39A
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Turkish Cigarettes
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"CHICO"
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Montague, Mass.: "There have been two or three cheap kinds of tobacco buyers around lately buying a little of the old crop and looking at the new, which is yet mostly on the poles."

Conway, Mass.: "The storm that we have been looking for so long to dampen tobacco seems to be just as far off as it did a month ago. Think we shall have to resort to steam dampening if it does not warm up soon."

East Whately, Mass.: "Very little being done with tobacco; about half the crop down and stripped. L. F. Crafts, L. A. Graves and R. M. Swift have opened their shops assorting their own crops."

East Deerfield, Mass.: "Nothing doing in tobacco; only a few poles on bottom tiers down yet. No sales; not a buyer yet to our knowledge. After we have a damp and get the tobacco in bundles buyers may look around a little, but it looks as though farmers would have to assort most of their own tobacco this year."

"North Hatfield, Mass.: "Oscar Belden & Sons finished packing their 14 acres of tobacco this week; they have quite a force of men at work, and will assort for others. Dennis Ragan and William Coffee have their tobacco crops down by the aid of steam. L. H. Wight is the next to take down by steam. No sales to report this week."—Cultivator.

BALDWINSVILLE, N. Y.

J. W. Upson received two carloads of 1902 Connecticut at his warehouse here last week, which will be handled here a little later. A. Heinke is still looking for 1902, and is reported as having made a few purchases recently. Charles R. Goldsmith & Co., the firm Mr. Heinke represents, expect to move into the Upson brick warehouse in the Seneca block about January 1. The building is being greatly improved, and will have a modern steam plant for resweating. It will make a pleasant and convenient warehouse.—Gazette.

EDGERTON, WIS.

The approaching holiday season is already having a depressing effect upon the tobacco trade, and very little is happening to break the monotony of dull times all along the line of the tobacco business. In the absence of casing weather nothing can be done toward preparing the new crop for market, so the buying movement is held in abeyance.

Old leaf is moving sparingly with an occasional sale from first hands. Gregerson & Dalby sold 17cs of '02 to O. R. Pomeroy, and A. O. Anderson 20cs to W. H. Parish. McIntosh Bros. have purchased between 400 and 500cs of '01 and '02 goods from local packers in small lots during the week. Geo. Rumrill reports the sale of 290cs of '02 and a 58cs lot of 1900 leaf, and F. S. Banes 220cs for the past week.

Julius Marquisee has been looking up business matters in the State this week.

Shipments, 655 cases.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

Sales for the week were 64 hhds. The market was steady. Holders are firm at the low prices ruling, the quality for substance and body being better than new crop promises. We have had no handling season for the new crop and no sales have been made—buyers waiting for a handling season. Planters are not making any start for plant land, although the weather has been fine for burning. Many say they have enough until the trade wants it at better prices.

QUOTATIONS

Lugs—Common to Good, 4 to 4¾c; Redried, 4¾ to 5c.

Leaf—Short: Common, 5 to 5½c; Medium, 5½ to 6c; Good, 6 to 7c.

Leaf — 22 to 26 in.: Common, 6 to 6¼c; Med., 6¼ to 7c; Good, 7 to 8c.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 2 hhds. There were no public offerings. Private sales, 64 hhds of the lower grades of leaf at the late ruling prices. The sales would be larger but for the cold weather, which makes warehousemen averse to sampling.

There has been quite a movement in the loose tobacco market in purchases of the fine and fancy crops at from 10c for Leaf and 2 for Lugs down to 7 for Leaf and 2 for Lugs, and purchases would be larger but for the unfavorable weather for examining crops in the barns.

QUOTATIONS:

Low Lugs	$3.50 to $4.00
Common Lugs	4.00 to 4.50
Medium Lugs	4.50 to 5.00
Good Lugs	5.25 to 5.75
Low Leaf	4.75 to 5.25
Common Leaf	5.50 to 6.25
Medium Leaf	6.50 to 7.50
Good Leaf	7.50 to 8.50

Corncob Pipes vs. Cigarettes.

A news item from Lafayette, Ind., says: "Charles Reeves, manager of the Monon Railway Y. M. C. A. building in this city, has adopted a novel plan for doing away with cigarette smoking in the building. As a rule, most of the railroad men use tobacco, and many employes of the shops are addicted to the cigarette habit. Smoking is not prohibited in the building, and in order to suppress the use of cigarettes Manager Reeves has supplied himself with cob pipes. Anyone seen smoking a cigarette is requested to call at the office, where he is supplied with a pipe from Mr. Reeves's reserve, the pipe to be returned when the desire to smoke has been satisfied."

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5c CIGAR
WRITE
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Commercial Cigar Co.
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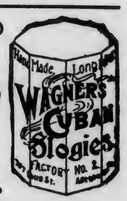

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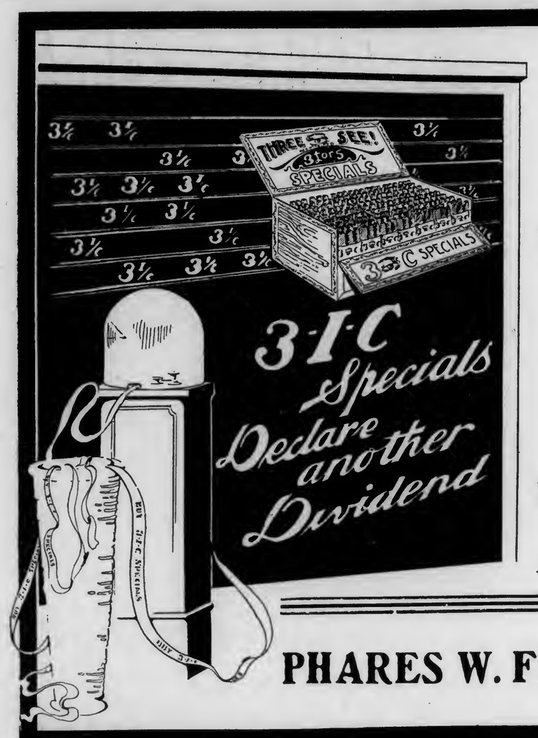

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Samples forwarded on application.
Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

Business Changes, Fires, Etc.

California.

Los Angeles.—L. S. Bracewell, cigars, sold to Schellenbach Bros.

Iowa.

Beaconsfield.—E. F. Mitchell, cigars, succeeded by E. F. Mitchell & Bro.

Rowley.—James B. Gest, cigars, succeeded by B. E. Davis.

Maryland.

Baltimore.—Wm. Emrish, manufacturer and retail cigars and tobacco, dead. ——Markowitz & Sacks, cigars, dissolved; succeeded by Jacob Markowitz ——Bruno Momenthy, cigars and tobacco, closing out.

Massachusetts.

Leominster.—White Hart Manufacturing Co., cigar mfrs., discontinued.

Minnesota.

St. Paul.—Kimball & Co., cigars, succeeded by H. J. Kimball.

Missouri.

St. Louis.—Broida Brothers, tobacco, damaged by fire.

Nebraska.

Holorege.—E. C. Harmon, cigars, etc., removed to Minon Hold.

New York.

New York City.—Morris Lesser, cigar mfr., petition in bankruptcy.

Warwick.—W. D. Mains, Jr., cigars, etc., out of business.

North Dakota.

Kulm.—Gordon Brothers, cigars, succeeded by B. G. Nelson & Co.

Ohio.

Findley.—Enz & Woodward, cigars, stock sold by receiver.

Toledo.—H. L. Mahon, cigars and tobacco, sued $228.

Pennsylvania.

Harrisburg.—C. A. Straub, cigars and tobacco, judgment, $286.

Reading.—Frank H. Zabel, cigars and tobacco, judgment, $330.

South Dakota.

Northville.—Curren & Baxter, cigars, etc., succeeded by George Holden.

Texas.

Waco.—Wolff Cigar Stores Co., retail, sold to Sam Fround & Co.

Virginia.

Lynchburg.—C. P. Hill, cigars and tobacco, discontinued.

Richmond.—Spicer, Son & Co., tobacco, damaged by fire.

Washington.

Tacoma.—A. W. Schofield, cigars, sold out to J. Herbert.

PATENTS RELATING to TOBACCO, Etc.

746,308 Nicotin trap and smoke-cooling appliance for tobacco pipes; Wm. A. Ede—Glendinnen, Glenferrie, Victoria, Australia.

746,480 Tobacco-pipe mouthpiece attachment; Wm. A. England, Worcester, Eng.

36,669 Design, Indian peace-pipe; Albert S. Speirs, New York.

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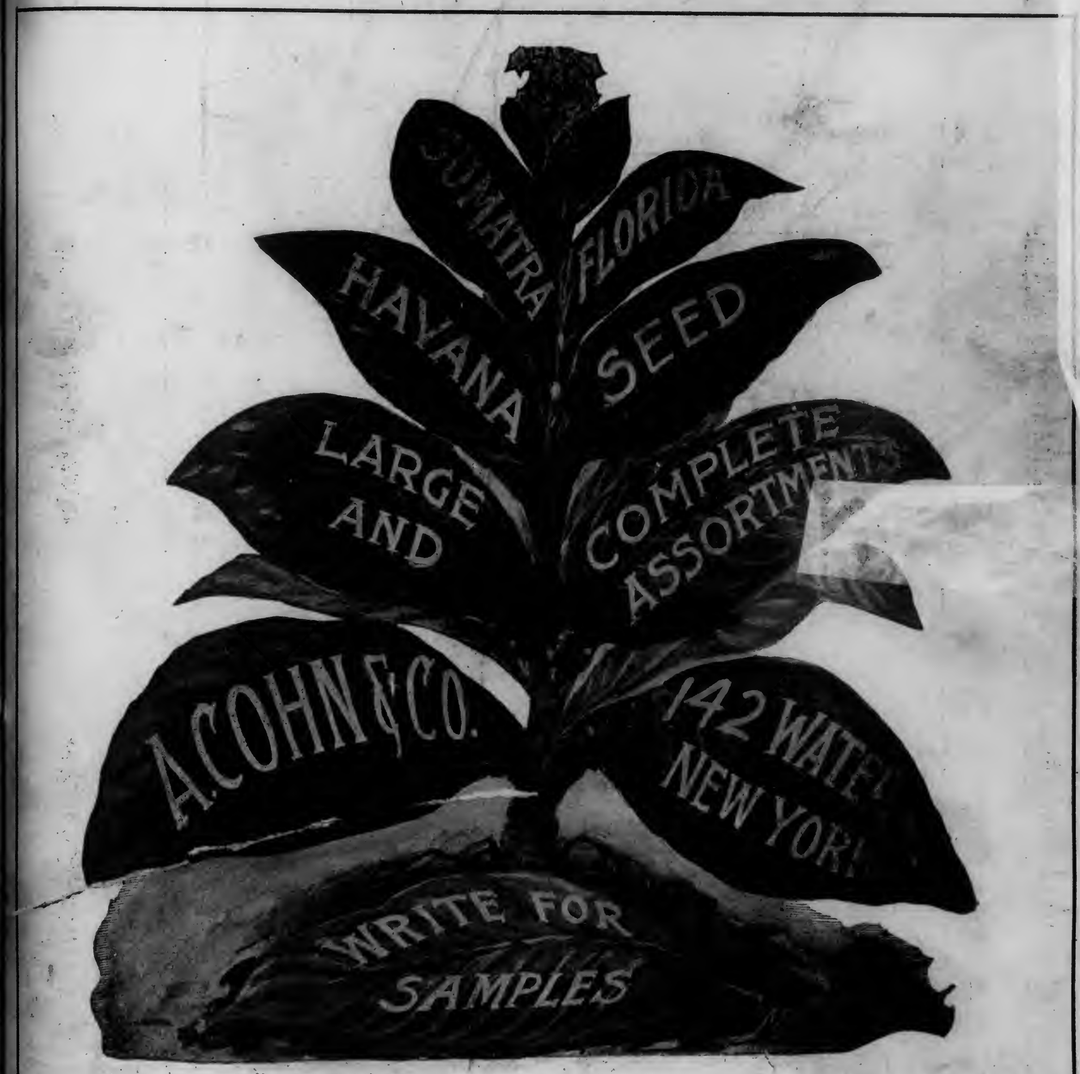

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WHETHER to call the figures sent to the Florodora Tag Co., in hopes of securing one of its many prizes, "estimates" or "guesses" is a question to which a cautious man would hesitate to give an answer without much deliberation.

An "estimate" is necessarily based upon information and knowledge, and in the case of the Florodora Tag Co.'s contest much information and much definite knowledge has been available for guidance.

The exact totals of the number of cigars on which taxes have been paid have been made public every month for many years, and careful study of these figures has been made in many instances. But conditions vary from year to year and month to month, and those of one year or one month are by no means a sure basis for arriving at the figures of another year or another month.

The general conditions of business have a great effect on the sale, and consequently on the manufacture, of cigars, and these must be taken into consideration by whoever tries to make an estimate as nearly accurate as can be made when every possibility is carefully weighed. Expert mathematicians, those who have made a most careful study of the "law of problems," must, however, no matter how thoroughly they take advantage of every well established principle which will aid them in their conclusions, feel, when their figures are finally decided on, that they stand little more chance of winning a prize than does a man who, having learned what was the total number of cigars on which taxes were paid in the corresponding month of the preceding year, sets down the figures of his last million or hundred thousand hap-hazard and slap-dash.

Take last year's awards: The winner of the first prize, $5,000, was only twenty-four from the actual figures and only twelve away from the figures of the man who made the next nearest "estimate" or "guess." Had any one of the thousands upon thousands of one-man shops scattered all over the country used fifteen cents more or less for stamps in the month the winner of $5,000 would have won only $2,500. Had any manufacturer increased or decreased his output for the month even by as little as 150 cigars, the winner of $5,000 would have won only $1,000, and material changes would have resulted all the way down the entire prize-list.

Of course, no man of any sense would bother to send figures in competition without having the knowledge to be obtained from internal revenue reports, but any time spent in calculating in regard to the last million of the total could be more profitably employed in almost any other way.

There is no question that lucky guessing enters more largely into matters of this kind than shrewd estimating. Labor troubles and other conditions which have effect on the general prosperity of the country undoubtedly greatly affect the Government's receipts for cigar box stamps, but thousands upon thousands of trivial conditions, of more than a very few of which nobody can have knowledge, determine the figures which bring large amounts of money to some of the guessers. The illness, and consequent inability to work, of only one cigarmaker for only one day would make such a change in the total that the awarding of thousands of dollars would be greatly changed. The carrying out of a resolution to "stop smoking" by only one smoker for a fortnight or so would bring a similar result. The shutting-down for even a few days of some little soap-factory or tin smith's shop, and the consequent enforced idleness of ten or a dozen men, would make enough difference in the business of a small cigar-factory in the vicinity to make radical differences in the list of awards.

Call the way of arriving at the successful figures "estimating" if you will, the fact remains that it is "guessing."

Reputations of Retailers.

ONE possession which the Retail Cigar and Tobacco Dealers' Association of Philadelphia has and which should be guarded with jealous care is its name. What becomes of the few hundred dollars in the treasury is of almost no consequence in comparison with what becomes of the name. If the association goes wholly out of existence the name can be seized upon by any two, ten or twenty retail dealers in smoking material; and all kinds of wild-cat, reckless and even discreditable action may be taken with the public impression given that the body is a representative one. There are many classes of men in the cigar business in Philadelphia, and those of the better class owe it to themselves to guard against whatever may bring the calling they follow into disrepute in their home city and elsewhere. Well-established business men, men who know what action to take when their interests are likely to be affected by any proposed legislation, men who are sufficiently familiar with parliamentary law to keep the affairs of an organization to which they belong from serious mismanagement, men whose personal presence insures a hearing and respectful treatment whenever they have occasion to appear before public officials—these are essential to any trade body if it is to accomplish the object for which it is formed. There are hundreds of such men in the retail cigar business in Philadelphia, and they cannot afford to place their reputation as a class at the mercy of over-enthusiastic fellow members of the trade who are apt at any time to take action which is seriously ill-advised. Whoever constitute the Retail Cigar and Tobacco Dealers' Association of Philadelphia in the future will be generally considered as representative of the local trade as a whole, and for whatever they do the local trade as a whole will be held responsible by the general public in any matter in which the general public takes an interest. The organization can be maintained with only trivial demands on its members for time or money, and should be kept in the control of men who will protect it from the dangers with which it is threatened.

It must be admitted that the lack of interest lately evinced in the association is most disheartening to those who have faithfully labored to build up an effective organization, yet we really believe its dissolution would be a calamity to the trade—one that should be avoided if it is possible to do so.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in SEED LEAF
Importers of HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
IMPORTERS & PACKERS OF
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN HAVANA LEAF TOBACCO
301 & 303 NORTH 3rd ST.
PHILADELPHIA

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTER HABANA AND SUMATRA
DEALER IN LEAF TOBACCO
1142-44 N. ELEVENTA ST. PHILADELPHIA
REGISTERED.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE REALM OF THE RETAILERS

Art in Salesmanship.

It is an old saying that it takes all sorts of people to make up the world. Accepting this as true, the knack of meeting people and impressing them favorably requires, oftentimes, a masterly tact that would do credit to a nation's diplomatic service. Some customers want to be let alone and given freedom to look around; others want instant attention; others will take the bit of flattery that's relished by the wisest men; still others will take it as an affront; some are pessimistic; others hopeful and sunny; some can be persuaded; others have their won't power developed into a mania and mistake stubborness for a strong will; some people can see a joke; others will resent it as flippant, and still others will receive the most pointed bit of humor in ox-eyed innocence, without a smile. To meet and deal with all these people and to please them all requires a nimbleness of perception and judgment with which few men are endowed.

It is "up to" the clerk, then, to get into his head some general method to guide his action. He should know that every man has some avenue through which he can be approached. One safe rule is never to forget to be polite, no matter what the time or the provocation. He should not forget a dignity which maintains his own self-respect and the character of his store, but should not mistake haughtiness for dignity, for the latter is an attribute that lends grace to warmth and puts a finer edge on a pleasant greeting. The best sort of dignity is in the possession of a spirit which merits respect. It comes from the inside outward and impresses others; it is character, which is one of the elements which lends to the store the proper atmosphere. The next point is to know the work and like it, to know the goods and to be able to tell how and where they are made, by whom, what his standing is, and why the store you work for can give first-class satisfaction.

* * *

Poor Pay.

The following is an extract from a recently published article written by A. H. Foote, secretary of the St. Louis Credit Men's Association:

"It is quite generally recognized that people following a given profession or vocation, as, for instance, music teachers, clerks in railroad offices, lawyers and percentage solicitors, are not, as a whole, AA1, and are investigated with extreme care by retailers before allowing credit, but for these a reason is found—not an altogether justifiable excuse, by any means, but nevertheless an explanation.

"Professional people, as a class, like to live well, feel the necessity of presenting a good appearance and are proverbially poor collectors—hence apt to be 'hard up.'

"Railroad clerks are underpaid, are closely confined and worked hard in poorly ventilated offices—things tending to unhealthy minds and bodies and consequently lowering a man's sense of justice and reducing his interest in what affects his own welfare. The mass of railroad clerks, too, are improvident, inclined to be sporty—consequently use 'money lenders' freely, and seldom a dollar ahead.

"Solicitors for life insurance and others on a percentage basis have an irregular income—lifted above the level by the success of today, they take less heed of the morrow—and frequently are not in position to liquidate. The retailer has his eye on fluctuating income earners, well aware of the frailties of man."

* * *

Look Prosperous.

Look prosperous whether you are or not. No one can afford to appear in adverse circumstances. There is nothing more injurious to a merchant's business than to have the impression get abroad that he is not thriving. If his prosperity seems to be on the wane, people immediately set him down as a back number who is unable to keep pace with competition. This impression is often the result of an injudicious attempt at economy.

There is one thing above all others that the merchant should not make public and that is, his economies. If he must economize, he should do it in a way that will not be apparent to his customers. The merchant who finds that his business is not paying as well as it once did, will sometimes try to cut down expenses by reducing his sales force or substituting cheap men for efficient ones. He decides that he and his family can get along with fewer clothes. When asked to contribute to some worthy public enterprise, he says that his business will not justify a donation.

All of these little economies are quickly noted by his customers. They lose confidence in him when they see that he is losing ground, and they are not slow to take their trade to some competitor whose business seems to be in a more flourishing condition.

Internal Revenue Rulings.

A party asks whether hands of leaf tobacco can be sold by a manufacturer of cigars to be used for the purpose of advertising in store windows. He was advised that a manufacturer of cigars could not sell leaf tobacco to a dealer in tobacco that is to say, to cigar stores. He can only sell under special permit to other manufacturers or a dealer in leaf tobacco such leaf tobacco which he finds is not suitable for his own use, or when he shall be closing his factory. Dealers in tobacco (cigar stores) are not permitted to use hands of leaf tobacco (unstamped) for advertising. The law requires that all tobacco in the hands of jobbers or dealers in tobacco shall be put up in the manufacturers' original packages protected by the proper taxpaid stamps until sold or delivered directly to the customer and imposes a heavy penalty for violations.

There has been submitted to the Commissioner a sample package of 25 cigars put up in a fiber covering, which covering the applicants desire to have approved for packing cigars. The package is made from a textile base of the leaf of the Jagua palm, oval in shape and tied at each end similar to packages formerly submitted to the Commissioner. The collector was advised that this package is not regarded as being a proper box under the provisions of law and regulations requiring that all cigars shall be "packed in boxes," and the use of such package was therefore disapproved by the Commissioner.

A party inquires whether a recent ruling of the Commissioner requires that all empty cigar boxes shall be destroyed instead of merely having the stamps attached thereto obliterated. He was advised that no ruling had been made by the Commissioner requiring the destruction of empty cigar boxes; that it is only required by law and regulations that the stamps thereon shall be effectually destroyed when the last cigar is removed and that such empty boxes shall not be again used for cigars.

* * *

Business Ability.

Some business men do not succeed because they do not let the people see that they really mean business! They want to be known as store keepers, whereas they ought to be known as business promoters. To keep a store merely requires the renting of a room and obtaining credit to supply the goods carried. To be a business man requires not only the renting of the store room but the placing there of goods people might want to buy, and getting the people to see how worthy the goods really are. A store keeper sometimes fails in business, but a business man rarely fails. Business qualities insure his success. If he were really a business man he would easily see where he could pull success out of a very dubious proposition. To win in the field of business requires business judgment and business foresight.

* * *

Window Displays.

The object of all window trimming is to keep the goods displayed in such an attractive manner as to make people want to buy them from you. Artistic effect is all right, but merely pretty windows don't sell goods. Subordinate art to business.

The effectiveness of a window display is very largely dependent upon its unity. There should be a clear idea of design. Helter-skelter jumbling together of quantities of goods is not attractive. Unity does not necessarily mean the use of a single class of objects in trimming; it does mean working out some scheme of design, so as to produce singleness of effect.

Symmetry and exactness are requisites to unity in window trimming. Follow a regular order in placing articles, and see that the distances between them are in accurate accordance with your general plan. Unity is best secured by the use of one line of goods.

* * *

Selling and Satisfying.

Every merchant must appreciate that an article once sold only accomplishes half the purpose. Unless the article satisfies when sold it will not be of permanent benefit to the merchant who sold it. There are stores that look only to the sale of one article for their profit, but the point that should be considered is whether the article sold will make a friend of the one who bought. Keeping articles up to a standard will help to make the store popular. If goods are right and sold right, people will grasp the opportunity and be glad afterwards that they took advantage of the offerings.

* * *

—Tobacco has not been found growing wild in any part of the world, and its original abode is, therefore, unknown. It is believed to be a native of tropical America. It is sometimes found growing as a weed, but in all such cases the plants have been traced to an Indian field or settlement.

Rabell, Costa, Vales & Company

Sole Purveyors, by Request, to the Royal House of Spain.

Finest Havana

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

CIGARS

Factory, Galiano 98, Havana, Cuba.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending December 19, 1903.

Port au Prince.—A. Behrens, 1 case cigars.

Liverpool.—Arthur Walsh, 1 case cigarettes, 1 do. pipes.

Ponce.—G. W. Sheldon & Co., 1 case cigars; J. M. Menendez, 1 do.; Jeronimo Menendez, 1 case do.; Company Industrial, Porto Rico, 11 do.; L. Daussa & Co., 7 do.

Havana.—Trinidad Trading & Shipping Co., 25 barrels cigarettes; James E. Ward & Co., 461 cases cigars, cigarettes and tobacco, 5 trunks cigarettes; Jas. E. Ward & Co., 1,049 bales tobacco, 7 cases cigars, 3 cases cigarette paper; Sartorius & Co., 1 bundle tobacco; F. Costany, 4 packages do.; B. Rosenbluth, 2 packages do.; Leonard Friedman & Co., 20 packages do.; M. D. T. Co., 10 barrels do.; A. Murphy & Co., 1 case cigars; Adolfo Moeller & Co., 5 barrels tobacco; Order, 92 bales do.

HAVANA TOBACCO.

Str. Mexico, arrived Dec. 15: (4,621 bales, 82 bbls.)

James E. Ward & Co.	3,967 bales
E. Rosenwald & Bro.	201 "
American Cigar Co.	107 "
L. Friedman & Co.	96 "
E. Hoffman & Son	67 "
W. Glaccum & Sons	47 "
George V. Watson & Co.	35 "
S. Rossin & Son	35 "
J. W. Merriam & Co.	28 "
Rollin H. Miles	20 "
S. M. Goldberg & Son	10 "
L. Lopez & Co.	8 "
E. Regensburg & Sons	35 bbls.
F. Miranda	17 "
S. M. Goldberg & Son	10 "
F. E. Fonseca & Co.	10 "
James E. Ward & Co.	10 "

HAVANA CIGARS.

Str. Mexico, arrived Dec. 15: (184 cases; 2 bbls.)

Havana Tobacco Co.	107 cases
Park & Tilford	26 "
Canadian Pac. R R. Co.	12 "
Calixto Lopez & Co.	10 "
National Cuba Co.	8 "
B. Wasserman	7 "
W. R. Grace & Co.	3 "
Robert E. Lane	3 "
F. E. Fonseca & Co.	2 "
C. H. Wyman & Co.	1 case
Waldorf-Astoria Segar Co.	1 "
L. J. Spence	1 "
Isaac Kubee & Co.	1 "
Bank of Montreal	1 "
Trinidad T. & S. Co.	1 "
James E. Ward & Co.	2 bbls.

Good Feeling in Lancaster.

The Business of the Closing Year Considered to Have Been Good, and the Prospects Satisfactory for 1904.

Lancaster, Pa., Dec. 21, 1903.

The close of business is practically at hand, as very little more is expected by the trade until after January 1. Salesmen generally will return from the road, to remain until after New Year. Leaf salesmen, in particular, will not find it very satisfactory to continue their efforts during the greater part of this and next week.

Buying in the new crop is going on about as quietly as selling is just now, which is, indeed, very limited.

Most of our tradesmen here say the year is likely to show satisfactory results when the general summing up of the twelve months' business shall have been completed and the actual facts ascertained. This would appear at least encouraging, and the new year is likely to be commenced with renewed vigor and energy.

J. Gust Zook, who packs extensively here, both on his own account and for E. Rosenwald & Bro., of New York, has entered suit against John K. Diehm, a farmer and tobacco grower residing near Intercourse, this county, to recover the sum of $564.21. Mr. Zook claims to have sustained a loss of this amount by Mr. Diehm's refusal to deliver 60 cases of leaf tobacco, which had been bought for Mr. Zook, through one of his buyers, at 7c per pound, and that its delivery had been refused by Diehm notwithstanding that a check had been forwarded, which was likewise refused. It is alleged that the market price of tobacco advanced from 7c to 10c per pound after the purchase had been made, and that for that reason the delivery of the tobacco was not consummated. Mr. Zook seeks to recover the difference of 3c a pound on this tobacco, amounting to $564.21.

H. J. Yeager has removed his cigar factory to this city from Manheim, where he had been engaged in the business for some years.

—Wm. Ray, of the Rock Bridge community, will establish a tobacco factory at Rock Bridge, Tenn., at an early date.

REJOICING IN CUBA.

Havana, Dec. 16, 1903.

News of the passage by the United States Senate of the bill for reciprocity between the United States and Cuba was conveyed here by a bulletin from the Associated Press and was spread through the city at the close of the business day. It came somewhat as a surprise both to the Cuban and Spanish merchants; the prolonged negotiations and the many delays had caused a feeling of skepticism as to the outcome, which was relieved only by to-night's news.

President Palma and the members of his Cabinet, however, expressed no surprise at the passage of the bill, as they have always been confident that the scheme of reciprocity would eventually be successfully carried out. Nevertheless, they were highly gratified and greatly relieved at the settlement of the question without further amendments and consequent delays.

Expressions of satisfaction are universal in Havana to-night. Americans engaged in enterprises in Cuba are enthusiastic and believe that business generally will find relief from the depression of the past four months, during which stocks ran extremely low. It is believed that the passage of the bill will result immediately in heavy buying both from the United States and Europe.

3 oz UNION MADE 5 cts.

NO DRUGS — NO DIRT

UNION TRADE MARK

IN UNION THERE IS STRENGTH

REGISTERED.

CLIPPINGS

MANUFACTURED BY PENNA. TOBACCO WORKS, Inc.
READING, PA.

CLEAN AND SWEET to smoke or chew,
The best for all, the best for you;
No drug nor stem's contained herein,
This brand, **BIG DAN**, your trade will win.
In pipe it's cool, a comfort great;
When chewed, it's strictly up to date;
It suits all men who know what's good,
When tried—its merit's understood.

BIG DAN

Smoking and Chewing

TOBACCO

Sweet Scrap, made from the Finest Cigar Cuttings.
Union Made.
A Clean, Lasting Chew.
A Cool, Comforting Smoke.
Always Reliable and Uniform.

Manufactured by

PENNSYLVANIA TOBACCO WORKS, Incorporated,

Factory No. 7, 1st Dist. Pa. **READING, PA.** Established 1902.

E. A. CÁLVES & CO. — IMPORTERS OF — **HAVANA** — 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM.
119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING
Importers, Packers and Dealers in
Leaf Tobacco

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. **Tobacco**

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE — WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Importers of **Sumatra Tobacco**
Cable Address: "HERR."
Joseph Hirsch & Son
4 Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St. NEW YORK

LOUIS BYTHINER — J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

E. E. Kahler,
328 to 332 Buttonwood Street
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

GEO. W. WERT & CO.
MANUFACTURERS OF
High Grade Union-Made Cigars
No. 14 North George St. York, Pa.
UNION PLANTER 5-cent Cigar is Our Leader.

L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF **Tobaccos**
153 North Third St., Philadelphia. Warehouses { *LANCASTER, PA.* *JERSEY SHORE, PA.*

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." **Habana, Cuba.**

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

WAITING FOR THE VERDICT ON RECIPROCITY.

Continued Activity in the Havana Tobacco Market, with Some Rise in Prices—Opinions on the Reciprocity Agreement—What the Dealers Are Doing.

HAVANA, December 14, 1903.

As correctly surmised, the activity in the Havana market has continued during the week ending December 12, and there has been a fair demand for all kinds of Leaf with prices well sustained, and also a further rise in new Remedios—some extra fine vegas of good quality bringing as high as $34 per quintal for first capaduras and $22 for second capaduras. As such lots, however, are very scarce, these prices simply indicate that some buyers are willing to concede good figures for really choice goods, owing to the small stocks of old Remedios. Factory vegas of Vuelta Abajo still command fair attention, and it seems that many cigar manufacturers in the North, as well as the local ones, are not sufficiently supplied to tide them over until the new crop will be ready for their purposes, particularly as far as wrappers are concerned. The buyers for European account, that is to say, the Contractors of the Spanish Regie, the German Exporters and one party for London, are cleaning up all the lower grades of Remedios, prices for which are still on the upward trend. Local cigarette manufacturers are also in the market to satisfy their needs.

Sales ran up to 6,500 bales in all, or 2,600 Vuelta Abajo, 400 Partidos and 3,500 bales of Remedios. The United States will receive 2,900 bales of this quantity, 2,400 are engaged for Europe, and 1,200 bales will enter into consumption in the local factories.

The 1904 Crop.

A large crop seems now assured, as the plantings in the Vuelta Abajo and Partido sections have been upon an unprecedented scale. A few farmers have commenced cutting and apparently are highly satisfied with their yield so far, as the leaves are large and sound, promising an abundance of wrappers in the coming year. By the end of this month and during the month of January cutting will become general. The larger vegueros and planters have made preparations for a fair-sized crop, but it is rather early yet to say much about the probable yield in quantity. How the tobacco will cure out in the sheds, later on in the piles, and finally when baled, is the unsolved problem; besides, while some rain may be needed for the growing and later set out plants, it might injure the ripe leaves at the time of the cutting, or when hanging up in the drying houses. So there are some important "ifs" to be taken into account for the coming 1904 crop. A prolonged drought might also stunt a larger part of the present growth; therefore everything is not yet clear sailing.

Buyers That Come and Go.

Arrivals: John Hart, of Hart & Murphy, St. Paul, Minn.; Max Gans, of Max Gans & Sons, New York; A. Winterberg, of Montevierno & Co., New York; S. E. Starlight, of Starlight Bros., New York; P. L. Leverson, of P. L. Leverson, London, Eng.

Departures: Sol Hamburger, E. A. Kline and Max Gans for New York; M. W. Berriman for Tampa, and B. Perlman for Baltimore.

Havana Cigar Manufacturers.

A slight improvement has set in through increased orders from London, Germany and the South American republics, while owing to the delay in the passage of the reciprocity treaty between the United States and Cuba the demand for the North has been restricted, and the uncertainty is having a bad effect upon business. Several manufacturers who were approached upon the subject, and who watch events closely by reading the tobacco trade papers, expressed their opinions quite freely on account of the positive statements by the committee of clear Havana cigar manufacturers. Their opinion is that the clear Havana cigar industry will not suffer in the United States through the small reduction of 20 per cent. in import duties of cigars, and it will be of little or no benefit to the Cuban cigar factories. It is misleading to say that the trust controls 80 per cent. of the Cuban cigar industry, as at present the trust does not even command 50 per cent. There is occasion for correcting a statement in regard to the protection which the American cigar manufacturers have and which continues

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL HABANA
FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA
SOL and LUIS MARX
Consulado 91, HAVANA.

JOHN W. MERRIAM & CO.
MAKE

Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG,"
New York.
Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. *Cable: "Suarco."*

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, **Havana, Cuba.**
P. O. Box 397. Cable: HIMML.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, **Habana.**
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 **HABANA**

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

LEONARD FRIEDMAN Y CIA.
Almacenistas de Tabaco en Rama
CABLE—OFFHICKS.
Amistad 126, Habana, Cuba.

JOSE F. ROCHA, Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo,
Partido y Vuelta Arriba
San Miguel 100, Cable: "Donalles." *Habana, Cuba.*

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

Bridat, Mont'Ros y Ca
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, CUBA. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." **Habana.**

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

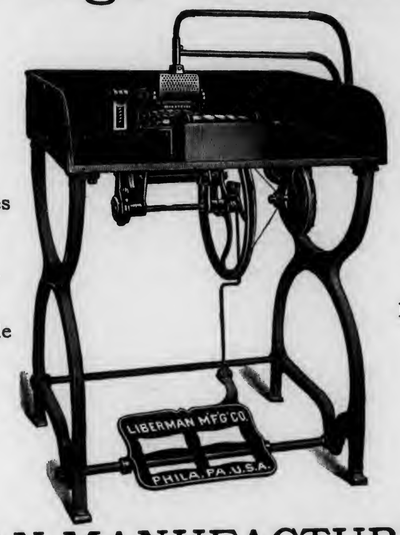
AVELINO PAZOS
Almacenista de Tabaco en Rama
NEPTUNO NUM. 174
Cable: ONILEVA. *Habana*

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chacalva. *Havana, Cuba.*

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. *NEW YORK*

READY FOR THE MARKET

Liberman's Cigar Branding Machine



All Defects of Others Avoided
Many New and Valuable Features
Capacity Practically Unlimited.
Construction Simple and Durable
Work Uniform

Brand Neat and Distinct
No Annoyance from Lampblack
Complete Set of Type With Each Machine
Intensity of Heat Regulated by an Ingenious Blast Device, Securing Very Legible Lettering on the Cigar

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223--5--7 South Fifth Street, PHILADELPHIA, PA.

to be exorbitant even with a reduction of 20 per cent. on the duties. To give an example: A cigar made and sold in the United States at $60, and weighing 14 lbs. per 1,000, costs when made in Havana about $50. The actual import duties on this cigar amount to $75, and will still amount to $60 when the treaty shall go into effect, consequently such a cigar will cost, duty paid, $110, which means a protection of $50 for every 1,000 cigars. The duties on cigars ought to be reduced by one-half at least, and even then they would still be higher than in any other country of the world excepting those where the government has a monopoly under the name of a "regie." Mr. Payne was right in saying that the labor cost of Havana cigars was from $12 to $18 per thousand. The average in the Partido factories is $12 and in the Vuelta Abajo factories $18. There are some cigars that sell for from $300 to $1,500 per thousand, and for making these fancy sizes the cigarmaker gets from $80 to $300, but the percentage of such goods is very small. These exceptionally high grades never go to the United States, but only to Germany, Austria and Russia. The statement, that "large quantities" of Cuban cigars are made in the country, is not correct. Some cigars for local consumption are made in the country, but they are never exported under factory brands to the United States. The statement of Mr. Davis, endorsed by Mr. Diaz, "that the clear Havana cigar manufacturers consent to the free importation of Cuban leaf and cigars if the import stamp on Havana cigars is done away with" causes great surprise here. Several manufacturers consulted about this point declare their opinion that they not only agree to these terms (provided the United States Government is willing), but that they were ready to allow the American manufacturers a protective duty of 30 per cent. ad valorem, which would be equal to about $15 per thousand cigars, and then they would still be able to compete with them.

The following factories are doing a satisfactory business notwithstanding the present drawbacks: H. Upmann & Co., Behrens & Co., Rabell, Costa, Vales & Co., Rodriguez, Arguelles & Co., Florentin Mantilla, M. Lopez & Co., Viuda de Jose Gener, Calixto Lopez & Co., and others.

E. A. Kline & Co., under the name of El Rigoletto Factory, are at work stripping tobacco at Monte 234, and will soon be actively at work to compete with the other independent Havana manufactories for a share of their combined output.

Buying, Selling and Other Notes.

Sobrinos de A. Gonzalez sold 500 bales

GEORGE W. McGUIGAN
Red Lion, Pa
Maker of
High Grade Domestic
Cigars
Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 150,000 per Day. Prompt Shipments Guaranteed.

KAUFFMAN BROS.
Manufacturers of
High-Grade Nickel Cigars
LANCASTER, PA.
CROOKED TRAVELER—A Cigar of Special Value
PRINCE VICTOR—A Five-Cent Leader
Correspondence with the Wholesale and Jobbing Trade Invited.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

E. A. KRAUSSMAN

Importer of HAVANA TOBACCO

170 Water Street, NEW YORK

ARGÜELLES, LOPEZ & BRO.

Manufacturers of Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES: Kerbs, Wertheim & Schiffer, Hirschhorn, Mack & Co. Straiton & Storm, Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.; Labor King, 5c.; K. B., 10c.

READING, PA.

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

of Vuelta Abajo, Partido and Remedios tobaccos.

Mendelsohn, Bornemann & Co. is a new firm of exporters and commission merchants in leaf tobacco now domiciled at Angeles 10, and their first customer was Mr. M. W. Berriman. Joseph Mendelsohn, the senior partner, is well known and well liked in the United States and Havana, and the new firm cannot fail in getting a fair share of business during the coming year.

Loeb-Nunez Havana Co. disposed of 400 bales of Remedios to their northern friends.

Frank Dominguez, of E. A. Calves & Co., Philadelphia, purchased 600 bales of all kinds of leaf during his late purchasing trip.

Muniz Hnos. & Co. closed out 350 bales of Vuelta Abajo and Remedios.

Sol Hamburger left highly pleased with his purchases made here, having added 200 bales to the 500 previously reported.

Rabell Costa & Co. turned over 300 bales of Vuelta Abajo to local factories.

B. Perlman secured all the goods he needed for his Baltimore firm, and at the right prices.

Sobrinos de V. Diaz sold 300 bales of Vuelta Abajo and Remedios.

Max Gans has been quite a heavy buyer of Vuelta Abajo and Remedios fillers.

Aixala & Co. disposed of 250 bales of Vuelta Abajo to their particular customers.

Matt. W. Berriman has stocked up with a good quantity of the finest Vuelta Abajo Leaf for his growing factory in Tampa, to keep up the quality of his "La Evidencia," "La Cimeva," and "Jose Vila" brands.

Walter Himml closed out 200 bales of new Remedios to his Northern friends.

A. Winterberg, of Montevierno & Co., has not been slow in picking up goods that suited him for his first class trade, and he has looked less for prices than for fine quality.

Jose F. Rocha turned over 200 bales of Vuelta Abajo to Northern buyers.

Leonard Friedman & Co., sold 250 bales of their fine Vuelta Abajo escojidas to United States customers.

A. M. Calzada & Co. disposed of 200 bales of Vuelta Abajo to their friends.

G. Salomon y Hnos. closed out 200 bales of Vuelta Abajo to local factories and Northern buyers.

Jose Menendez turned over 200 bales of Partido and Remedios to several parties.

Receipts of Tobacco from the Country.

	Week Ending Dec. 12. Bales	Since Jan. 1. Bales
Vuelta Abajo	646	162,468
Semi Vuelta	15	10,036
Partido	115	46,185
Matanzas	33	173
S. Clara & Remedios	3,408	107,163
Santiago de Cuba	—	8,722
Total	4,217	334,747

Displays in York.

Retailers Dress Their Windows Very Elaborately.

York, Pa., Dec. 21, 1903.

It is not the fault of the local cigar dealers if the fair dames and misses are not inveigled into making suitable purchases for Christmas presents to hubby and suitor. Especially deserving of note are the displays at the Diamond Cigar Store and Anthony Munchel's, both located on Market street.

George Wentz, proprietor of a union cigar factory on Clark avenue, has closed a contract with a large New York distributer to furnish several cases of union goods weekly.

Augustus Fuchs, of Chicago, Ill., has completed arrangements with J. A. Mayer & Bro., to handle their goods in San Francisco, Cal.

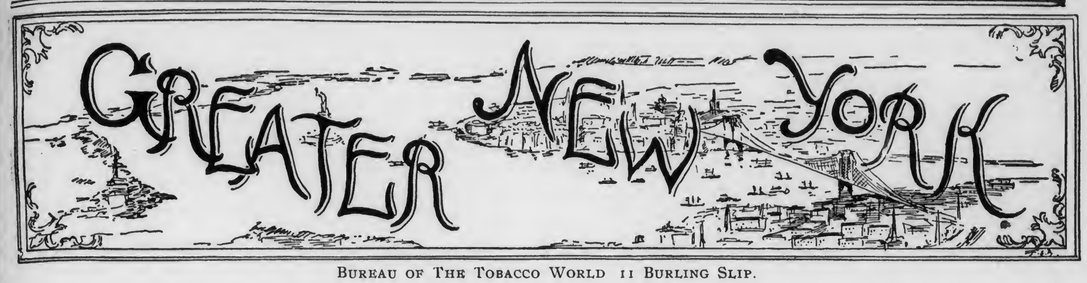
Trade visitors this week were Barney Livingston, New York; S. Harnett, Eastern Leaf Tobacco Co., Elmira, N. Y.; and Chas. Moulter, Buffalo, N. Y. Mr. Phillips, of Milwaukee, Wis., was also here and secured a line of samples from York and Hanover manufacturers prior to touring the Western States.

CIGARETTE LAW ENFORCEMENT.

Judge Stubbs, of Indianapolis, has conferred with Prosecuting Attorney Ruckelshaus concerning the law on cigarette selling. The prosecutor assured Judge Stubbs that if any officer of the Juvenile Court should arrest a boy for smoking cigarettes, the boy could be subpoenaed to appear before a Justice of the Peace or before the Criminal Court to tell where he got the cigarettes. In this way, it was suggested, the Juvenile Court would be able to obtain convictions of cigarette sellers. Ruckelshaus promised his co-operation in any effort to bring the violators of the cigarette law to justice. It is probable that the plan suggested will be tried by the Juvenile Court.

At Appleton, Wis., Rev. John McCor, pastor of the Presbyterian Church, has notified all tobacco dealers in the city to sell no cigarettes to his son, aged 15 years, upon pain of prosecution under the law. The notice was formally delivered by Chief of Police Hoefer.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York



BUREAU OF THE TOBACCO WORLD 11 BURLING SLIP.

There is no doubt that the annual meeting of the Retail Cigar and Tobacco Dealers' Association of Greater New York will be an exciting one. Both factions are determined to win if possible, inasmuch as they represent interests which conflict in many respects.

The test will be made on the election of directors. The present directorate seeks re-election, but determined opposition will be made by the self-appointed "Vigilance Committee," which consists of 103 members, who last summer became so dissatisfied with the manner in which the affairs of the association were being conducted that they organized for the purpose of protecting their interests which they believed to be in danger of being seriously injured.

The association was formed in October of 1902, and was incorporated last February. All the members are stockholders, the associate members—cigar manufacturers, salesmen, etc.—holding preferred stock, and the active members holding common stock. Of the holders of common stock there are about 1,600, while the holders of preferred stock number about 200.

Very soon after stock subscriptions were opened trouble began to brew, there having been, it is asserted, a verbal agreement and understanding that no member should be allowed to have more than one share of common stock, the object being to prevent any member from having more voice in the election of directors than any other.

Of course, no such agreement could be legally binding, and some seven members subscribed for additional stock—three in blocks of twenty-four each and most of the others in blocks of ten each. When the last announcement in regard to that matter was made there were 115 shares of stock held by seven men. In a total vote of 1,600, control of 115 shares of stock by seven men would not, under ordinary circumstances, call for any great fear that those seven men would have their own way, but fears are felt that by the time of the annual meeting these men and others associated with them will have added to their stock holdings so materially that the attempt to change the personnel of the Board of Directors will not be successful.

"If we find that they have been subscribing enough additional stock to give them control," said a member of the opposition to a Tobacco World man a few days ago, "that will mean good-bye to the association, for the organization cannot live if the present management continues."

It is asserted that the faction which is now on the defensive really seeks disruption of the organization, in order that a few men may be in a position where they can take possession of everything valuable the association has brought into existence.

There are charges upon charges of mismanagement. One charge is that there was no good reason for the delay of eight months in establishment of the coupon system, and that, in consequence of this delay, many members permanently lost customers which, otherwise, they would have retained.

Another charge is that in putting cigars on the market the directors have done a distinct injury to fully two-thirds of the members, that proportion being small manufacturers whose sales are lessened in proportion to the sale of association cigars. Many of these small manufacturers, and other members, are small jobbers, and their sales of cigarettes and smoking tobaccos have fallen off since the association's supply house was opened.

Two-thirds of the patronage of the supply house is asserted to come from men who do not belong to the association, and this condition is represented to not only cut off small wholesale trade for a considerable number of the members, but to make control of the supply house a temptation for action contrary to the organization's interests.

What the vigilance committee and the others of the opposition desire is to have the association devote itself to the promotion of sales of strictly association cigarettes and strictly association smoking tobacco, to have no cigars handled in the supply house, and to cut down the expenses of management.

It is asserted that with the $7,800 received for the preferred stock and the $1,600 received from the first instalments of $1 each for common stock, and with supply house receipts averaging $40,000 monthly with a profit of seven per cent., the association ought to be in a very much better financial condition than it is. Over the amounts of salaries paid there is comparatively little complaint, the highest two being $1,800 and $1,300, but the number of salaried employes is alleged to be unreasonably large.

The leaders of the movement to make a complete change of control the first week in January express themselves as confident that they will succeed, unless they are outvoted through increase of individual holdings of common stock within the past few weeks. Very recently an invitation to stockholders to increase their holdings, either of preferred or common, was proposed by the directors and endorsed by the association, the reason given being the provision of the State law that one-half of the total capital stock shall be paid in within a specified time. The response to this call has been far from general. In fact, not nearly all the members have paid the second instalment of $1 on the common stock, which was issued in shares of $5 each and was to be paid for in five semi-annual instalments.

Nobody denies that some provision must be made very soon for meeting the provision of law above spoken of; but the principal advocates of having each member limited to one vote in the election of directors say that the emergency can be more wisely and safely met by reducing the capital stock to twice what would naturally have been paid in prior to the expiration of the time limit than by allowing a few members to increase their holdings and thereby, by the expenditure of a comparatively few dollars, place themselves in a position to arbitrarily dictate the entire management.

One reason why abandonment of the organization will be fought is that many retailers cannot afford to abandon the coupon system and that there must be a management for this part of the business. So accustomed have New York buyers of cigars become to coupon-giving that very many retailers would lose from a third to half of their entire trade if they offered no premium inducements, and they would far rather surrender between four and five per cent. of their gross receipts in what is sometimes called "profit-sharing" than suffer the loss of trade which they believe would surely follow a return to the offering of no inducements in addition to the quality of the goods sold.

***

Paul Frankel, aged 48, who committed suicide by shooting in the Lafayette Place Baths, formerly had a cigar store at 822 Broadway. At the time of his death he was in the employ of Michaelis & Lindeman.

***

Folsom Brothers have leased for the United Cigar Stores Company, for a term of years, the store and basement at the northwest corner of John and Nassau streets to Edward Hart, tailor.

***

Probably the only ferry-line in New York waters on which women are occasionally to be found in the men's cabin is that from Twenty-third street to the Jersey City station of the Pennsylvania road. On this line occasionally women whose escorts want to smoke, accompany them to the cabin where smoking is allowed, showing the same consideration for them that they often do in summer by taking rear seats of open cars. On the line above spoken of, the men's cabins are very large and airy and are kept as scrupulously clean as the ladies'. Except when travel is heavy and during the hours when laboring men are making trips on the boats, there is nothing in the atmosphere to offend the nostrils of any woman who is not affected by tobacco smoke under all circumstances. Last Sunday evening a man and his wife, both evidently persons of refinement, were seated in the men's cabin of the boat connecting with the 8.45 train for Philadelphia. They occupied comfortable corner seats and the other men in the cabin showed consideration for the lady by keeping as far away from the couple as possible. Many non-smoking men invariably use the ladies' cabin on the ferry boats, and there certainly is no good reason why a women, who enjoys seeing her husband enjoy the pleasure of a cigar, should not occupy a seat in the men's cabin without being stared at.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San José, HAVANA, CUBA.

HAVANA TOBACCO COMPANY
111 Fifth Avenue, NEW YORK
SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Yncian	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguedad
La Flor de Naves	El Aguila de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murias
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estella	J. S. Murias y Ca.
	H. de Cabanas y Carbajal.	

L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York
LEOPOLD SCHMID FRANK LANGE

Established 1840. Cable "Margil"
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ENOS SMITH

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street, NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

R. B.
ROTHSCHILD & BRO.
11 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK

M. SCHOENER. CABLE ADDRESS "TACHUELA"
M. Schoener & Co.
IMPORTERS & PACKERS
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

PHILADELPHIA

PROTECTION FROM DEAD-BEATS.

To the Editor of The Tobacco World:

I believe that some steps should be taken to give leaf dealers and cigar dealers greater protection than they now have. I believe that a credit-protection bureau should be established and placed under the management of some disinterested man, with an office in Philadelphia. This manager should be notified by all dealers in leaf and wholesale dealers in cigars when any customer seems to be running behind in meeting payments, engagements or promises. Whenever such notification is received all who are entitled to the protection of the bureau should be confidentially informed. There are hundreds and thousands of sharks in the cigar business, and leaf dealers and manufacturers are in great need of more protection than they have now. A very small fee from each subscriber to the service of the bureau would be sufficient to fully recompense the manager. Every dealer in Pennsylvania ought to be glad to secure the protection such a plan would provide. CIGAR MANUFACTURER.

SLOTLESS SLOT MACHINES.

Out in Seattle, Washington, cigar dealers are finding their incomes greatly reduced by enforcement of a slot machine law, just as the Philadelphia cigar dealers did last spring. A number of them, however, hope to evade the law by doing away with the "slot" itself and retaining practically all the other features of the apparatus. Whether the Pennsylvania law could be dodged in the same way is a question which many a local dealer here would be glad to have answered affirmatively by some recognized legal authority. The following is from the Seattle Post-Intelligencer.

"Another First avenue cigar dealer put in a 'slotless slot machine' yesterday, and for a time the clerks permitted those who deposited nickels on the counter to press the button and swear at their luck. A Christmas greeting was pasted over the card that formerly told players the number of cigars that would be paid for certain hands, and a plate was riveted over the slot that formerly yawned for nickels.

"'Just throw your money in here anywhere and press the button if you want to,' explained the clerk in charge of the machine to a machine fiend, and he waved his hand expressively toward the counter. 'We'll get the nickel all right, and you'll get the cigars.'

"It was a bad venture from a financial standpoint, so far as the cigar dealer was concerned, for the slotless machine paid out goods constantly. Whether that was the reason or not the cigar dealer late in the evening removed the machine, but it was explained that the trade device would go back on the counter in the morning.

"This is the second of the renovated machines that are out seeking trade on First avenue. On the first machine the slot is still exposed, but no nickels are allowed to enter the box. The lever on both has been fixed to turn the card spindles when it is pressed, and by paying the dealer customers are given a run for their money.

"Thus far no effort has been made to suppress these machines, though the cigar dealers are attempting to force the issue. They claim their slotless machines are not covered by the statute that makes the cicerone who guards the slot machine liable to a fine.

NOVELTY IN A CALENDAR.

Both novel and artistic is the calendar which K. Straus & Co. have provided for the year 1904. To a large card, having lettered thereon in gold the name, business and address of the firm, and bearing the head of an Indian lithographed in colors, is attached a genuine indian pipe with a clay bowl and a reed stem from which hangs a beaded thong of buckskin. This pipe extends diagonally across the card and near it are attached in a tasteful grouping a tiny rubber tobacco pouch and a tiny churchwardens' clay pipe; also a calendar pad about two inches in thickness having a separate leaf for each day of the year.

ASSAULT IN A STORE.

"I never saw my boy use his fists before, but he certainly knows how." When making this remark Monday afternoon to a visitor at his cigar store at North Broad and Poplar streets C. H. Bullurd was rubbing his right jaw, on which he had received almost a knock-out blow a few minutes before. The boy referred to was Mr. Bullurd's twenty-one year old son. Anybody who has read this far in this paragraph may very naturally infer that young Bullurd had committed an assault on his father. Such was not the fact, however. A peddler had become angry because not given immediate attention on entering the store and, after a few words, had struck the proprietor and darted out the door. The son, however, was after him in an instant and, almost as quickly, had him down and began pummeling him in a manner very satisfactory to his sire. Although the officers of Magistrate Scott's court were only next door they were not called upon by the Bullurds, who concluded that the peddler had been sufficiently punished.

ART IN A CALENDAR.

Few, if any, of the gift calendars of 1904, equal in actual value those which J. Vetterlein & Co. are distributing. The principal feature is a beautiful reproduction of an oil painting. Twenty years ago such reproductions would have cost three or four dollars each, and even now, despite the great advances made in color printing, each of the Vetterlein calendars represents a considerable expense. The picture is ten by sixteen inches and the original is by Moran. The title is "The Passing Storm."

FINED FOR SUNDAY SELLING.

A. Barbeau, 3742 Germantown ave.
P. Borsini, 132 N. Broad.
James Bortz, 600 N. 4th.
H. W. Beck, 246 N. 8th.
J. Bayuk, 129 S. 10th.
John P. Benson, 43 S. 15th.
Henry Colin, 616 Columbia ave.
Wm. Callen, 144 N. 8th.
Cornelius D. Cassady, 11th & Walnut.
Irwin Dietrich, 225 S. Broad.
Abe Van Dusen, 350 W. Girard ave.
J. D. Farmakis, 1211 Market.
J. D. Farmakis, 9 Market.
J. P. Farmakis, 208 N. 8th
Sigmund Glaser, 5124 Germantown ave.
John Georgitis, 105 Market.
Leo Getz, 1538 N. 8th.
A. Greenberg, 223 S. Broad.
Clifford S. Hillier, 235 N. 8th.
H. Jacobs, 4th and Fairmount ave.
C. A. Krull, 10th and Cumberland.
Joseph Kahn, 12th and Market.
M. I. Lifshetz, 1001 Arch.
A. H. Lauer, 8th and Walnut.
B. Lipschutz, 44 N. 12th.
Nathan Modon, 207 Arch.
Ira H. Moore, 10th and York.
B. G. Nichols, 914 Columbia ave.
L. Podalnick, 11th and Callowhill.
W. F. Pfautz, 9th and Walnut.
E. C. Rahme, 38 N. Broad.
M. S. Rosenthal, 827 Chestnut.
M. A. Roschland, 12th and Diamond.
J. Smedley, 1433 Filbert.
C. M. Schlack, 2322 N. 10th.
E. C. Steiner, 20 N. 12th.
Charles Spiegel, 714 Vine.
George Sturm, 8th and Columbia ave.
A. Siegel, 7th and Columbia ave.
G. Shapiro, 482 N. 4th.
S. Sieverlich, 328 Jefferson.
A. Schwartz, 246 Arch.
J. M. Stoever, Broad St. R. R. Station.
Joseph Way, 1105 Market.
J. Weinberg, 6th and Columbia ave.
S. Zarakos, 637 Market.

LEAF TOBACCO AT AUCTION.

The announcement, on page 20, of 2,000 cases Pennsylvania Broad Leaf and Havana Seed Tobacco of 1901 and 190 crops packed by Sutter Bros. and stored in warehouses located at Lancaster and Mountville, Pa., should attract considerable attention among leaf dealers and cigar manufacturers, as it will be sold at auction on Wednesday, December 30, at 10 a. m., at No. 301 Harrisburg avenue, Lancaster. The trade will have an opportunity of inspecting the samples five days prior to date of sale.

FINES INCREASED THREE-FOLD.

A new source of trouble seems to have been provided for Philadelphia dealers who sell cigars, candy, etc., on Sunday. Heretofore, with very few exceptions, the prosecutions have been directed against the owner of the store, no matter by whom the sale was made. The past two Sundays, however, in some instances

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

CIGAR SALESMAN controlling Cigar trade wants medium grade line. Address, ENERGY, Box 8, care of The Tobacco World, Philadelphia. 1t

WANTED.—First-class Cigar Salesman at once, who can invest some cash in the business, and be located in St. Louis during the Exposition. Address CONSUMERS CIGAR CO., York, Pa. 12-23-4

JOB LOTS OF CIGARS WANTED for sale by a prominent brokerage firm. Any quantity. Prices must be low and goods salable. Address Box 22, Care of The Tobacco World, Philada. 10 21-11t.

WANTED.—SITUATION. By an all around man in a cigar factory, Pennsylvania preferred. Holding a foremanship in the West at present. Best of reference. Address, M. C., Box 7, care of The Tobacco World, Phila. 1t

WANTED.—Experienced Salesman-Manager—One who can control and manage force of Sub salesmen, and will take occasional trips, for a well appointed, western factory. Good salary for the right man. Address "SALESMAN," care of The Tobacco World, Phila. 12-16-3

FOR SALE AT A BARGAIN.—Second-hand Dieless, Daisy, and Kelsey Suction Tables, Foot and Power Progress Bunching Machines, Electric, Gasoline, and Water Motors, New and Second-hand Cigar Machinery of every description, thousands of Second-hand Cigar Molds. What do you need? Address WINGET MACHINE CO., York, Pa. 12-23-tf

CIGAR FACTORY FOR SALE.

The Factory of the LA BUTA CIGAR CO, at York, Pa, with latest machinery for sweating and resweating tobacco, and with full equipment of molds, shapers, casing boards, suction tables, benches, bunch breaking machines, etc.; together with a stock of imported and domestic tobacco, and of manufactured cigars, and brands and labels, is offered at private sale by the undersigned Trustee, under an order of sale in bankruptcy.

This Company manufactured fine Seed and Havana goods, and has an established trade.

Bids will be received and further detailed information given by

JOHN F. KELL, Trustee,
12-23-1t 50 East Market St., York, Pa.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

AMERICAN EMPIRE

10 CENT

Jno. G. Shatz & Co.
MANUFACTURERS OF HAND MADE
Havana Cigars
FACTORY NO 12
1ST DISTRICT, PA.
READING, PA.

ELVOLCANO

5 CENT

complaints have been entered not only against the owner but also against the clerk from whom the purchase was made. The first cases of this kind were at the store of J. P. Farmakis, 208 North Eighth street, two clerks employed there, as well as Farmakis himself, being summoned to court. Nearly every week for many months a fine of $6.50 for each violation of the law at all of the Farmakis stores has been paid, and the apparent intention is to make the owner pay $19.50 or more for each store hereafter, and to do similarly with others whose Sunday sales are made by more than one person.

MOSTLY PERSONAL.

H. C. Ellis, of Arthur Hagan & Co., has returned to business after an absence of about ten days.

Instead of H. Duys & Co., John A. Kinney will represent A. Cohn & Co. in Philadelphia and vicinity, beginning January 1.

The I. Lowengrund cigar store, at 7th and Market streets, is to be closed, and the business will be transferred to 620 Market street.

Young & Newman have recently closed two large deals of 1902 Pennsylvania, one lot going to Boston and another to the southwest.

D. Pareira has opened a branch of his Philadelphia leaf house at 110 South Clinton street, Trenton, N. J., under the management of Andrew Down.

Part of the insolvency proceedings against Doddy, Jourdan & Co. have been disposed of by the dismissal of the application for appointment of a receiver.

Lewis Bremer's Sons are providing their friends with convenient calendars consisting of daily memorandum leaves attached to a card the lithographed lettering on which is unobtrusive but in thoroughly good taste.

The organization of a bowling club by men connected with leaf houses and cigar and tobacco manufacturing and selling in Philadelphia is proposed, and J. Harvey McHenry, with Arthur Hagan & Co., should be communicated with by all who wish to join.

Channing Allen, as receiver, is now in charge of the business of the Manuel J. Portuondo Co. at 514 Pine street, the bankruptcy of which was caused by the failure of Sutter Brothers of Chicago, which held accommodation notes of the Portuondo Co. to the amount of $50,000. The capital stock is $100,000, and is held principally by Sutter Brothers and Charles P. Mullen. The annual business amounted to about $200,000, and 120 hands were employed. The bills receivable amount to some $10,000, and stock on hand is estimated at $15,200.

PHILADELPHIA LEAF MARKET

As almost no business in the leaf trade is expected at this time of the year, the fact that there is none is not discouraging. The business of 1903 has been, as a whole, very satisfactory, and the prospects for 1904 are reasonably bright.

EXPORTS.

Antwerp.—170 tons tobacco.
Liverpool.—10 tierces tobacco.
Rotterdam.—75 cases plug tobacco.

Still Manufacturing.

E. S. Egger & Co., of Hanover, Pa., are still engaged in the manufacture of cigars, a recent printed report to the contrary having been erroneous.

SATURDAY AT MIDNIGHT.

When The Cuban Treaty Will Become Operative—Goods Now in Bond.

Washington Dec. 21, 1903.

Secretary of the Treasury Shaw to-day issued a circular to Collectors and other officers of customs officially publishing for their information and guidance the proclamation of the President of December 17, embracing the act of Congress of that date to carry into effect the Cuban reciprocity treaty and the text of the treaty itself. The circular announces that the treaty will become operative at 12.01 A. M. December 27, 1903. In accordance with this circular the reduced rates of will duty therefore be assessed on all Cuban goods arriving at United States ports on and after December 27.

Inquiries have been received at the Treasury Department today as to whether Cuban goods in bonded warehouses on December 27 will be entitled to the reduced duties. In accordance with a precedent established in the case of a former reciprocity treaty it will probably be held that goods in bonded warehouses on which the duties have not been paid on Dec. 27 will be entitled to the benefit of the lower rates of duty, but that in cases where goods on which the duties have already been paid and are still held in bonded warehouses the difference between the duties prevailing before the treaty went into effect and those prevailing afterward cannot be refunded.

THERE WILL BE SOLD at

PUBLIC AUCTION

on

Wednesday, Dec. 30, 1903,

at 10 A. M., at

301 Harrisburg Avenue,

LANCASTER, PA.

for account of whom it may concern,

Two Thousand (2,000) Cases Penna. Broadleaf and Havana Seed Tobacco,

1901 and 1902 crops, packed by Sutter Bros., and stored at warehouses located at Lancaster and Mountville, Pa. Inspector's Samples may be seen at the warehouse No. 301 Harrisburg Avenue, Lancaster, Pa., five (5) days prior to the day of sale, at which time terms and conditions of sale will be made known.

The right is reserved to dispose of these goods at private sale, in which event due notice will be given.

H. H. MOORE, Auctioneer,

Lancaster, Pa.

CIGAR MOLDS

VERTICAL TOP

OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.

We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.

Sample Sections submitted for your approval Free of Cost.

THE AMERICAN CIGAR MOLD CO

121-123 WEST FRONT ST., CINCINNATI, O.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Telephone Call, 432—B.

Office and Warehouse,

FLORIN, PA.

Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.

Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,

Successor to SKILES & FREY

PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco

59 and 61 North Duke Street,

LANCASTER, PA.

P. L. Leaman & Co.

Packers and Dealers in *LEAF TOBACCO*

145 North Market Street,

Lancaster, Pa.

JACOB MAYER,

Packer and Dealer in Leaf Tobacco

Lancaster, Pa.

J. W. BRENNEMANN,

Packer of and Dealer in

Leaf Tobacco

MAIN OFFICE,

Millersville, Pa.

United 'Phone: { No. 931 A, Millersville. No 1803, Lancaster.

Lancaster Office, 110-112 W. WALNUT STREET

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of Leaf Tobacco

241 and 243 North Prince Street,

LANCASTER, PA.

Menno M. Fry & Co.

Packers of and Dealers in

LEAF TOBACCO

Cor. Grant and Christian Sts.,

Lancaster, Pa.

For the Wholesale Trade Only.

WALTER S. BARE,

Packer of

Fine Connecticut Leaf

ALL GRADES OF DOMESTIC

Cigar Leaf Tobacco

201 and 203 North Duke Street,

LANCASTER, PA.

H. H. MILLER,

LEAF TOBACCOS

Light Conn. Wrappers and Seconds

SHADE-GROWN and IMPORTED

SUMATRA and HAVANA

Nos. 327 and 329 North Queen Street,

LANCASTER, PA.

B. F. GOOD & CO.

PACKERS AND DEALERS IN Leaf Tobaccos

145 North Market Street

LANCASTER, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON,
Factory Representative for Penna.
1133 Ridge Avenue, Phila.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P WISEBURN, LOUIS BUEHL,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn; James L. Day Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

A sure cure for Dry Cigars and Tobacco.

A cure for foul, slimy, Sponge, Cotton and Felt.
The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.
Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock. No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities. No. 3 for tobacco pails. No. 4, Pans 14x12x2½ to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 14x7x17 for each wall case shelf; 3x18x40 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.
O. R. RICE & CO., 103 East 14th Street, NEW YORK.

At the National Capital.

Passage of the Cuban Reciprocity Bill—Other Matters of Trade Interest.

Washington, D. C., Dec. 19.—The bill necessary for the final ratification of the Cuban Reciprocity treaty was passed by the Senate on December 16 and signed by the President on the morning of the 17th. A few hours later President Roosevelt issued his proclamation, which, after reciting the negotiation of the treaty, its ratification by Cuba, etc., is as follows:

"And whereas, satisfactory evidence has been received by the President of the United States that the republic of Cuba has made provision to give full effect to the articles of the said convention:

"Now, therefore, be it known that I, Theodore Roosevelt, President of the United States of America, in conformity with the said act of Congress, do hereby declare and proclaim the said convention, as amended by the Senate of the United States, to be in effect on the tenth day from the date of this, my proclamation.

"Wherefore, I have caused the said convention, as amended by the Senate of the United States, to be made public to the end that the same and every clause thereof, as amended, may be observed and fulfilled with good faith by the United States and the citizens thereof.

"In testimony whereof, I have hereunto set my hand and caused the seal of the United States of America to be affixed.

"Done at the city of Washington, this 17th day of December, in the year of our Lord 1903, and of the independence of the United States the 128th."

The bill signed by the President carries into execution the treaty between the United States and Cuba, which was ratified last March. The treaty provides for a reduction of 20 per cent. from the rates of duty under the Dingley law on all Cuban articles imported into the United States and a varying reduction of from 20 to 40 per cent. from the established Cuban duty on articles imported into Cuba from the United States.

Instructions will be sent out by the Treasury Department within the next few days to collectors of customs and others concerned as to the time when the bill takes effect and the change in the rates of duties.

The State Department has already received notices from Great Britain and Germany that there is going to be trouble in regard to the "favored nation" clause in treaties with those countries in connection with the reductions in tariff rates for Cuban products.

Taxation of Farmers.

Representative Trimble, of Kentucky, is the author of a bill granting to farmers and growers of tobacco the right to sell the tobacco of their own growth free from tax. Mr. Trimble says he has received a large number of petitions which he will shortly present to Congress from tobacco growers throughout the country, asking for passage of this bill. Mr. Trimble believes that the Ways and Means Committee will have to take up the subject during this session. He has been assured of substantial support from members of Congress from tobacco producing States, who are receiving letters about the bill. He has prepared a blank petition which he is sending to tobacco growers upon application, asking for the passage of the bill. He has also sent to tobacco growers throughout the country a copy of his bill with an explanation of its object. "The passage of this bill," said Mr. Trimble in his circular, "will prevent the arbitrary fixing of the price of raw leaf or the manufactured product. It will be an equitable, automatic governor of prices, protecting both producer and consumer, and working no injury to the manufacturer who is satisfied with a legitimate profit on his capital."

The general form of petition from producers being received by Mr. Trimble is as follows:

"To the Senate and House of Representatives of the Congress of the United States;

"Whereas, the majority of the tobacco manufacturers of the United States have been merged into the monster combination popularly known as the tobacco trust;

"Whereas, by reason of said combination, competition has been destroyed and the trust fixes the value of leaf tobacco at a price which is impoverishing the farmer;

"Whereas, Hon. South Trimble, of the Seventh Kentucky district, has offered in Congress, H. R., 3576, a bill for the relief of the farmers and tobacco growers of the United States, which provides that the farmers and growers of tobacco shall have the right to sell tobacco in the raw and unadulterated state of their own growth free from the tax;

"Whereas, we believe that if said bill becomes a law it will insure just and equitable prices to both grower and consumer;

"Therefore, we most respectfully urge the passage of said bill."

OTJEN-TAWNEY BILL.

The sub-committee of the House Committee on Ways and Means gave an extended hearing on Thursday last to arguments for and against the bill known as the Otjen-Tawney bill, which prohibits the packing of anything other than the manufacturers' wrappers and labels and the internal revenue stamps in packages of manufactured smoking or chewing tobacco, snuff, cigars or cigarettes.

Those heard in favor of the bill were John Landstreet, of Richmond, Va., president of the Independent Tobacco Manufacturers' Association; H. G. Wagson, of Pittsburg, representing the Cigar Manufacturers' Association; James Wood, of Cincinnati, vice president of the Cigarmakers' International Union; Mr. Briesen, of New York, representing E. Regensburg & Sons, manufacturers of Havana cigars, and William Block, of Wheeling, W. Va.

Representative W. W. Kitchin, of North Carolina, representing the Winston-Salem district, presented a petition from several manufacturers of his district, protesting against the passage of the bill, but Mr. Kitchin when seen yesterday stated that he had not yet decided as to what course he would take in regard to the bill if it should be favorably reported to the House. Representative Shirley, of Kentucky, also presented petitions at the sub-committee hearing against the bill and was inclined to oppose its favorable consideration.

There will be other hearings after the holidays.

REVENUE RECORDS SECRET.

Commissioner Yerkes, of the Internal Revenue Bureau, is sending out special circulars calling attention to the regulations of the Treasury Department prohibiting the giving out by collectors of records in their offices.

The following extracts are to be especially noted:

"All records in the offices of collectors of internal revenue, or of any of their deputies, are in their custody and control for purposes relating to the collection of the revenues of the United States only. They have no control of them, and no discretion with regard to permitting the use of them for any other purpose.

"Collectors are hereby prohibited from giving out any special tax records, or any copies thereof, to private persons or to local officers, or to produce such records, or copies thereof, in a State Court, whether in answer to subpoenas, duces tecum or otherwise.

"Whenever such subpoenas shall have been served upon them, they will appear in Court in answer thereto and respectfully decline to produce the records called for, on the ground of being prohibited therefrom by the regulations of this department.

"The information contained in the records relating to special tax payers, in the collector's office, is furnished by these persons under compulsion of law for the purpose of raising revenue for the United States, and there is no provision of law authorizing the sending out of these records, or of any copies thereof, for use against the special tax payers in cases not arising under the laws of the United States. The giving out of such records, or any copies thereof, by a collector in such cases is held to be contrary to public policy and not to be permitted.

"As to any other records than those relating to special tax payers, collectors are also forbidden to furnish them or any copies thereof, at the request of any person. Where copies thereof are desired for the use of parties to a suit, whether in a State Court or in a Court of the United States, collectors should refer the persons interested to the following paragraph in Rule X of the rules and regulations of the Treasury Department, namely:

"'In all cases where copies of documents or records are desired by, or on behalf of, parties to a suit, whether in a Court of the United States, or any other, such copies shall be furnished to the Court only, and on a rule of the Court upon the Secretary of the Treasury requesting the same.'

"Whenever such rule of Court shall have been obtained, collectors are directed to carefully prepare a copy of the record or document containing the information called for and send it to this office, whereupon it will be transmitted to the Secretary of the Treasury with a request for its authentication under the seal of the department and transmission to the Judge of the Court calling for it, unless it should be found that circumstances or conditions exist which make it necessary to decline, in the interests of the public service, to furnish such copy."

ANNUAL INVENTORIES.

The Commissioner is also calling the attention of Collectors of Internal Revenue and manufacturers of tobacco and cigars to the provisions of Sections 3358 and 3390, Revised Statutes of the United States, which require such manufacturers on the first day of January of each year to make an inventory of their stock of tobacco material and manufactured products, and unattached stamps, held or owned by them on that date.

Manufacturers should be supplied during the present month with the necessary inventory blanks, Form 70a or 70b, so that they may comply with the requirements of the statutes without unnecessary delay.

The Commissioner is anxious that the stocks inventoried shall be examined before January 20, and each inventory verified by a deputy collector.

Assessments for deficiencies are predicated in part on these inventories, and it is essential that all doubt as to the accuracy of an inventory should be removed before the new accounts for the succeeding year are formally opened.

Attention is also called to Treasury Decisions, volume 1 (1899), decision 20,480, relating to outside storage of leaf tobacco by manufacturer, and volume 2 (1899), decision 21,449, which relates to imported cigar leaf tobacco not received at the factory, and which cannot properly enter into the manufacturers' accounts.

PUTTING TREATY INTO EFFECT.

Assistant Secretary Armstrong, of the Treasury Department, said to-day that the Treasury Department is preparing circulars to send to customs officials throughout the country realtive to the enforcement of the Cuban reciprocity treaty. Although the proclamation of the President, issued Thursday, fixed ten days as the time for the treaty to become operative, the Treasury officials have not yet reached a conclusion as to the exact hour and day for the treaty to take effect so far as the collection of customs is concerned. It is not yet decided whether the ten days will include the 17th or exclude that day, as the President issued the proclamation late in the day on the 17th. If the ten days will admit at the reduced rates all goods arriving in this country on the morning of the 26th. If the 17th is not included the change in duties would not be effective before the morning of the 28th. As a good many shiploads of sugar and other things are waiting to come into the United States under the new law the determination of the hour and day for the change will be important to shippers and to customs officials.

REVENUE REPORTS LOST.

The report as to the number of cigars for November is delayed because in several instances the reports were lost and duplicates are now waited for.

How about your Stock of Revenue Books ?
WE can furnish the latest Revised
Cigar Manufacturers, Leaf Dealers, and Tobacco Mfrs.' Books.
They are made of good paper, have the best binding and will therefore give best results to the user.
We furnish these books with your advertisement on front cover in large and attractive design and at a price that will get your order.
Do you know that a REVENUE BOOK is the best advertisement for a CIGAR BOX MANUFACTURER or LEAF DEALER?
A GOOD CHRISTMAS PRESENT.
Better and Cheaper than a Calendar
Your customers will use it every day, the gift is appreciated and he must have it. It reminds him of your firm every day.
That's the idea of advertising.
Let us quote you prices and furnish you samples.
WHY do we sell more Revenue Books to the tobacco trade than all other makers combined?
The Sternberg Mfg. Co.
Davenport, Iowa, U. S. A.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. JOHN E. OLP, Telephone Connection
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—Established 1866—
JOHN SLATER & CO.
Makers of Lancaster, Pa
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & Co Lancaster, Pa.

MANY MILLIONS OF POUNDS

Tobacco to be Handled in a New Kentucky Warehouse.

The Burley Loose Tobacco Warehouse Company broke ground last week in Lexington, Ky., for the purpose of erecting a tobacco warehouse. C. W. Bohmer, who first interested local capital in the enterprise, states that work will be pushed right along and the company expects to be ready to receive tobacco by February 1.

"At least fifty people," he adds, "will be employed at the start, and if we meet with the success I expect the number will be increased to over a hundred. The warehouse will have a capacity of 1,000,000 pounds a day and will no doubt make Lexington the peer of the Louisville, Clarksville, Tenn., or Cincinnati markets.

"The location of the warehouse here means much to Lexington. It will bring other tobacco industries here, such as cigar factories, stemmeries, plug and cut tobacco factories, etc. If the farmers will only hold back their crops until February 1 when we are ready for them, there will be no doubt that they will get good prices and be much more benefited than if they sold now. We hope to obtain the co-operation of the Burley Tobacco Growers' Association, as it would be of mutual benefit. The association is kindly disposed toward the warehouse plan, as it will do for them in their own State precisely what they expected Northern corporations to do. The only question now is, will the growers wait so long or will they get impatient and sell for any price they can get? Whether they wait or not we will take all the tobacco that comes and bring millions of capital to this city."

Mr. Bohmer estimates that eventually this warehouse, by reason of its method, will handle all tobacco grown within a radius of fifty miles of Lexington. This area produces 80,000,000 pounds of tobacco. In freight, brokerage, drayage, commissions, inspection and sampling the producers of this tobacco pay $800,000 after loading their tobacco on the cars. To this must be added railroad fare and hotel expense. Before being shipped the tobacco has to be put in hogsheads, which process costs from $500,000 to $800,000.

The tobacco must be sold in quantities of not less than 1000 pounds. Every additional time that tobacco is offered the owner must pay $2 per hogshead. If rehandled he must pay another cent a pound.

Tobacco brought to this warehouse will not be put in hogsheads and may be offered in any quantity and repeatedly without additional cost. Sales will be held daily and scores of agents of trust and independent companies will be in attendance.

LOSSES BY HAIL.

Over Five Hundred Claims Settled by Insurance Company.

In an interview with E. A. Taylor, the secretary of the Tobacco Planters' Mutual Hail Insurance Company, some very interesting facts were ascertained regarding hail storms and losses thereby in this State, says a Raleigh correspondent. This is the first year's business of this home company, and Mr. Taylor says it has 4000 policy holders in North Carolina in the fifty-seven tobacco-growing counties; that there were about 550 losses by hail, the total amount paid by the company being $35,000. The figures and facts show that one-fourth of the farms were injured by hail, taking the State over. Not long ago the statement was made in the newspapers that only one in a hundred was injured by hail in the course of a year.

INDEPENDENT TOBACCO COMBINE.

Evansville, Ind., Dec. 17.—A combination was effected here to-day by three important independent tobacco factories, the Hampton Tobacco Co., Newburg, Ind.; the Bowling Green factory, Bowling Green, Ky., and the T. M. Ryan Co., Martin, Tenn. The combine is capitalized at $100,000. The Bowling Green plant will be removed to Newburg and combined with the plant there. The company will oppose the tobacco trust in the Central States. Incorporation papers will be filed in Indiana.

Trade-Mark Register.

COMING NATION. 14,285

For cigars, cigarettes, cheroots and tobacco. Registered December 16, 1903, at 9 a. m., by C. Oldendick, Bellevue, Ky.

OREGON DAILY JOURNAL. 14,286

For cigars, cigarettes, cheroots and tobacco. Registered December 18, 1903, at 9 a. m., by H. J. Roth & Co., McSherrystown, Pa.

PHILADELPHIA BOWLERS CIGAR. 14,287

For cigars, cigarettes, cheroots, stogies and tobacco. Registered December 18, 1903, at 9 a. m., by E. F. Law, Lancaster, Pa.

ARCHON. 14,288

For cigars. Registered December 18, 1903, at 9 a. m., by F. V. Eshleman, Philadelphia, Pa.

REJECTIONS.

The White Dove, The Ki Ki, 1904.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

La Danema, Scarlet Knight, El Attendante, Queen Leaf, King Leaf, Duke Leaf, La Flor de H. M. Cheek, George Brandes, Magic Seal, Dubloons, Seems Reasonable, (O. J. Ingmire, Leader, Aledo, Ill.,) Pedro Diaz, Red Jay, Chicago Spirit, Pretty Captive, Moldoff, Yankee Ring, Union Lads, Union Lass, Union Land, Union March, Star Pointer, Billy Bowlegs, Havanaroma, Kitty Bellairs, Playmaker, Flor de E. A Marti, Fabrionka, Rolfe's Choice, Scientific Health, Health and Vigor, Bank Messenger, Flor-anett, El Proteido, Admiral Vernon, Jas. Otis, Jas. Clay Poole, Geo. Rudyard, Allen Partridge, Guy Carleton, Lawson Tait, George W. Monroe, Antonio Maura, La Ofrita, Caposino, Cigarlite, Turkish Cap, Meadow Belle, Recruit, Union Hands, Union World, Union Aide, The Alpena, Flor de la Valette, Princess Hortense, Ohio Boys, Pandex, Dai-Zee, Val-You, Henrietta Crosman, Aguila de Cuba, Aguila Corona, Aguila Habana, Aguila de Planta, Frank Norris, Josianna, (Hall of Records, New York, Newlands,) North Dakota Bond, La Bretano, El Releto, La Cinoro, El Supreano, Nu-Life, Geo. Fairfax.

•HIGH-GRADE CIGARS•
Manufactured by
A. W. Zug,
227 North Cherry Street,
Lancaster, Pa.
We Employ No Salesmen.
All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories: YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: York Nick, Boston Beauties, Oak Mountain, Porto Rico Wave
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
ENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
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Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.

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Manufacturer of
High-Grade Domestic Cigars
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"Stage Favorite," a 5-cent Leader, known for Superiority of Quality

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Joe F. Willard is Our Popular Leader.

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"Edvard Grieg"

THE BEST FIVE CENT CIGAR

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Manufacturer of
RELIABLE UNION MADE
Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

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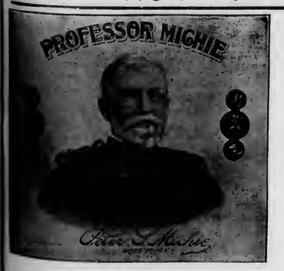
Manufacturers of
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
Capacity 75,000 per day.
Established 1871.
Dallastown, Pa.



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Manufacturers of
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Our Special Brands: ALEX. WILSON,' PROFESSOR MICHIE, UNION CHIMES, MINERS' VICTORY, LA UNION CROOKS

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced Cigars
Red Lion, Pa.
Remember—the MELODIOSO is Our Leader.

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We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

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Wholesalers and Retailers of Leaf Tobacco

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Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

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Wholesale and Retail Dealers in All Grades of

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Packers of Leaf Tobacco

James and Prince Streets,

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STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. ☞Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

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YORK, PENNA.

MANUFACTURER OF

Sweet Damsel, D. & S.

High Grade Medium Priced

Cigars

For the Wholesale and Jobbing Trade. Correspondence invited.

RECENT CONTRACT ALLEGED.

Between the Universal and the Commonwealth Tobacco Companies.

Julien T. Davis, counsel for the complainants in the suit for the appointment of a receiver for the Universal Tobacco Co., attempted in New York last week to introduce before Vice-Chancellor Reed evidence of a contract alleged to have been made between the Universal Tobacco Co. and the Commonwealth Tobacco Co. since the present suit was begun. The contract called for the Universal Company to take 6,000,000 cigarettes per month when in reality they had only taken 8,500,000 in two months. Mr. Davis said that the contract was such that the Commonwealth Co., which is owned by the Butlers, would have the Universal Company bound hand and feet and eventually delivered to it.

Wheeler H. Peckham, for the defendants, objected to the admission of the evidence, and the vice-chancellor suggested that the only way in which it could be admitted would be by filing a supplemental bill. After a long discussion the court decided that the supplemental bill could be filed.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

What is there new in the tobacco world? So far as I have yet learned there is only one thing, and that has been the innovation of steam as a means to dampen the crops of tobacco, as we have had no weather to dampen it.

Saturday night and Sunday morning were wet enough to dampen, but there was the wind. People were in their beds when the rain began to come in torrents, with wind enough to drive the storm right through the boarding of the sheds. It would only be safe to open doors on the north sides of the sheds. Tobacco will not dampen very fast with north doors open, and the probability was that not a door was opened until daylight Sunday morning, and it would be unsafe for me to say that the good people of the valley would, as a general thing, think of laying out a day's work on Sunday, although with all the anxiety and suspense that has hung over them for the past two months of waiting, I don't believe I should blame them for shying out to their sheds to view the hanging crop, and if damp enough to go to work (with their coats on) just so that they could shy out of the shed if the dog barked. No, I would lay up nothing against them, not this year. But

Phones: { Keystone, 65-64A Main Bell, 62-39A

M. Kaufman & Co.

Manufacturers of Union Made

Turkish Cigarettes

504 S. Fifth St., Phila.

Special Brands:

MUNJURA, MATCHAKA, MIENAS.

KLEINBERG'S

"CHICO"

KING of 5c. CIGARS

AGAIN ON THE MARKET.

Our famous "SMOKE-IT" Cheroots are selling faster than ever before.

Philadelphia.

Manhattan Briar Pipe Co

Manufacturers of

Briar and Meerschaum Pipes

Importers of

SMOKERS' ARTICLES

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Fine and Common Cigars

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Capacity, Twenty Thousand per Day.

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Manufacturer of High Grade

EGYPTIAN CIGARETTES

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Traveler-Cork Tips. Planet-Gold Tips
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QUEENS OF THE LAKES

Steamers Eastern States and Western States

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TO ANY POINT WEST

Lv. BUFFALO daily 5.30 P. M., ar. DETROIT 7.30 A. M., connecting with all trains West and D. & C. for Michigan resorts. Lv. DETROIT daily 4.00 P. M., ar. BUFFALO 7.30 A. M. Fare $5, $5.50 one way, round trip $9.50. Berths $1.00 and $1.50, rooms $2.50, parlor $4 each way. Week End Excursions DETROIT and Return, $5.50. Send 2c. for illustrated pamphlet. Address A. A. SCHANTZ, G. P. T. M., Detroit, Mich.

usually it would be a very bad thing to do.

Now I want the growers of every neighborhood, if they have not one now, to buy a good six-horse power engine, and keep it for the purpose of dampening their tobacco crops, and it may be as important as an engine to fight fire with. "The world moves."

Our correspondents write:

Hadley, Mass.: "There is nothing doing in the line of tobacco here. No sales or sorting shops in operation; everything seems to be waiting for a damp spell or a January thaw, that tobacco may be taken down and put in bundles. Tobacco on lath is in good condition; sound."

Conway, Mass.: "The warm weather of last week has enabled some of the farmers to take down a little of their tobacco, and the storm of Sunday softened it up some, so that we could get down a little more. If it had not come off with such a strong wind, we should have been able to have taken down a good share of it, but having a number of barns we could not handle it before it dried up. I have not heard how much was taken down in town yet. I took down two acres and find it better quality than I expected."

Suffield, Ct.: "Buyers have been in town this week looking for 1902 tobacco. A few cases of the cheaper grades have been sold. E. A. Fuller has opened his warehouse, and a small force of men are assorting his tent-grown tobacco."

Wethersfield, Ct.: "Nothing doing in the line of tobacco; very little of it taken from the poles yet. The rain of Wednesday did not dampen it enough, the temperature being too low."—American Cultivator.

BALDWINSVILLE, N. Y.

But little activity prevails in the local market. A few purchasers have been reported during the past week but no sales of new. A few small shipments have been made from the local warehouses.—Gazette.

EDGERTON, WIS.

While the present conditions maintain and tobacco continues to hang upon the poles there is little prospect for much movement in the new crop, though a few sales have been made in the Vernon county section for some weeks past. A general feeling pervades that casing weather must prevail and stripping started before buyers will venture out. How long business will thus be held up must depend upon weather conditions, and it might be the better part of the winter.

There is some business being done in old leaf, though the market is by no means lively. F. S. Baines has purchased the Merrill packing of 298 cases of '01 and sold 600 cases to various customers for the week. Geo. Rumrill reports the sale of 250 cases of '02 leaf for the week past. Ole Holton sold a 42 case lot of '01 to Joseph Bimberg. These with a few minor transactions comprise the sales coming to notice.

Shipments, 500 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

The weather has been cold and dry up to present writing, and a cold rain is now falling; no handling season as yet. A few sales were reported from the country at 5¼ to 6c round. Planters are discouraged and not disposed to grow more until prices justify raising, as labor is scarce and unreliable, and with pressure at both ends of the crop there is no satisfaction in growing it. The hogshead market is quiet with holders firm, as the quality of the stock is heavier body than the new crop.

QUOTATIONS

Lugs—Common to Good, 4 to 4¾c; Redried, 4¾ to 5c. A few hogsheads of double old heavy Snuff at 5 to 6c.

Leaf—Short: Common, 5 to 5½c; Medium, 5½ to 6c; Good, 6 to 7c.

Leaf—22 to 26 in.: Common, 6 to 6½c; Med., 6½ to 7c; Good, 7 to 8c.

Receipts for the week, none; sales, 20 hhds; stock on sale, about 1,700 hhds.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

There were no receipts this week and no public offerings, but 190 hhds. were sold privately at about unchanged prices.

The weather continues cold and unfavorable for handling tobacco in the barns, consequently the offerings on the loose tobacco floor are much lighter than they were at this time last year. Prices, also, are much lower than they were then, ruling more on a parity with present prices for prized tobacco of last year's growth.

QUOTATIONS—Old Crop:

Low Lugs	$3.50 to $4.00
Common Lugs	4 00 to 4.50
Medium Lugs	4.50 to 5.00
Good Lugs	5 25 to 5 75
Low Leaf	4 75 to 5.25
Common Leaf	5.50 to 6.25
Medium Leaf	6.50 to 7.50
Good Leaf	7 50 to 8.50

Death of an Old Cigarmaker.

Gerhard I. Hooke, who died in Richmond, Va., Dec. 14, was said to be the oldest cigarmaker in the United States. He was 77 years of age, and had plied his trade in Richmond for 55 years, to which city he came from Germany.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

436 & 437 W. Grant St.

Lancaster, Pa.

Smoke

FAUGH-A-BALLAGH

5c CIGAR

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Commercial Cigar Co.

476 North High Street, COLUMBUS, OHIO.

Barnesville Cigar Co.

W. H. BARLOW, Proprietor. *Barnesville, Ohio,*

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

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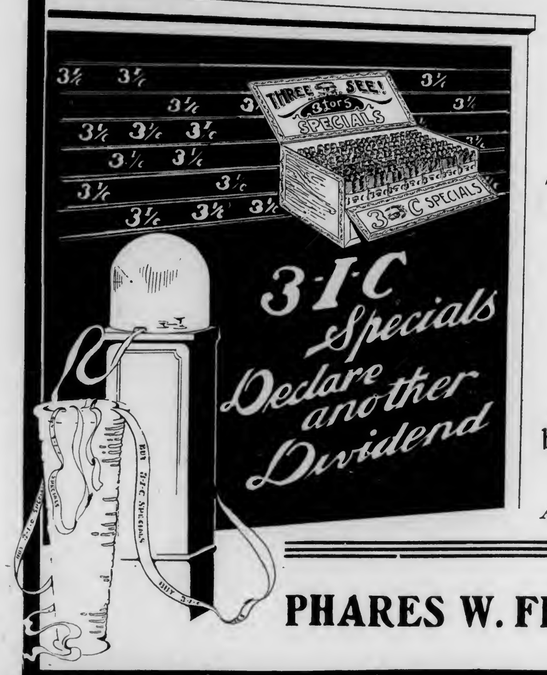
Orders from the Jobbing Trade Solicited. Shipping Station, East Earl.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic Cigars

Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.



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They are always declaring dividends for the energetic jobber who handles them

Smokers Praise Them
Dealers Endorse Them
Jobbers Re-Order Them

3--I--C SPECIALS are the best stock to buy at 3 for 5c. Sold to jobbers only.

A Postal Will Bring Price and Sample.

PHARES W. FRY, - Lancaster, Pa.

A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.
Manufacturers,
READING, PA.

G. M. Wechter, *Established 1883*
Manufacturer of
Cigar Boxes
GOLD LEAF PRINTING a Specialty
Akron, Pa.

F. W. Dohrmann. [Estab'd 1873] Theo. S. Dohrmann.
F. W. Dohrmann & Son,
Packers of **Cigar Tobacco**
Packing Houses: { Covington, O. / Gettysburg, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.
Redryers of **Burley Tobacco**
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.
Samples forwarded on application.
Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

Business Changes, Fires, Etc.

Connecticut.

Shelton.—Edward Schoonover, cigars, succeeded by T. K. Beardow.

Indiana.

Indianapolis.—S. D. Pierson, wholesale and retail cigars, real estate mortgage, $2,500.

Iowa.

Burlington.—A. A. Koett, cigar mfr., petition in bankruptcy.

Kansas.

Wichita.—Frank Ratliff, cigars, chattel mortgage, $4,569.

Kentucky.

Covington.—John P. Heidel, cigar manufacturer, mtge., $1,000.

Massachusetts.

Boston.—Consumers' Co. of America, wholesale cigars and tobacco, chattel mtge., $750, May 23, 1903, discharged.

Lowell.—Bartlett & Buckley, cigars, dissolved.——Abel P. Robertson, cigars, succeeded by Robertson & Bartlett.

Minnesota.

Duluth.—Herman Brown, cigars, etc., real estate mtge., $400.

Minneapolis.—General Arthur Cigar Co., incorporated; capital stock, $50,000.

St. Paul.—F. J. Doris, cigars, chattel mtge., $1,090.

New Hampshire.

Tilton.—Raffaelly Bros., tobacco, etc., succeeded by John Raffaelly.

New York.

New York City.—Ben. D. Wolf, retail cigars, dead.

Ohio.

Bethesda.—C. A. Kildow & Co., cigars, etc., burned out.

Ripley.—Hite & Drake, F. P. Hite, individually, tobacco, mtge., $2,400.

Pennsylvania.

Erie.—J. G. Steimer, cigars, etc., petition in bankruptcy.

Wilkinsburg.—Frank Straw, wholesale tobacco, petition in bankruptcy.

Tennessee.

Nashville.—W. W. Ford Tobacco Co., not inc., will incorporate January 1.

Wisconsin.

Janesville.—E. H. Connell, cigars and tobacco, $500 mortgage satisfied.

Milwaukee.—Light Horse Squadron Cigar Co. (not inc.) damaged by fire; Insured.——Nemo Cigar Co., not inc., J. C. Donahue, individually, manufacturers, bill of sale, $610.

PATENTS RELATING to TOBACCO, Etc.

747,121 Maintaining an even temperature and humidity where tobacco and cigars are stored; Edward C. Berriman, Chicago, Ill.

746,922 Tobacco stick; Wm. U. Chapin, Collinsville, Conn.

747,147 Cigar holder; Samuel Craig, Garden City, Kans.

747,081 Treating tobacco; Alfredo Nauwelaers, Jalapa, Mexico.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
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LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
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NEW BRANDS Constantly ADDED

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CHICAGO. CINCINNATI.

Special Designs — Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty
CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

143 Liberty St.
New York.

CIGAR BOXES of Every Description

Gold Leaf Embossed Work

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INLAND CITY CIGAR BOX CO.

Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
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716—728 N. Christian St. LANCASTER, PA.

Best Workmanship — The Lowest Price
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
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Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
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F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches: Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O—H. Hales, 9 Front St; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Cigar and Tobacco Factories
are Earning Fat Dividends when Located in Seaboard Territory.

The Seaboard traverses from end to end the tobacco belt of the South, and a location can be given you from which within a radius of one hundred miles you can draw every grade of tobacco, including the finest Shade Grown Sumatra.

If you want to come South for any reason ask for our literature; if you want to locate a factory ask for our special proposition to manufacturers.

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General Industrial Agent, Portsmouth, Va.
SEABOARD AIR LINE RAILWAY

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No 5 Tobacco Cipher
Hopkinsville, Ky

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FROM THESE CIGARS

Cremo	Santa Bana	Velvet
Cubanola	Peola	Continental
Geo. W. Childs	Smokettes	Detroit Free Press
Jackson Square	Columbia	Siona
Premios	Dowledo	Spaniola
Exports	Wego	Two Orphans
La Belle Creole	Nerve	Florodora
Fontella	Star	Florodora Operas
Renown	Lillian Russell	Pioneer
Salva Fuma	Turco	

ARE VALUABLE

TO EVERY

JOBBER

RETAILER

AND **CONSUMER**

They increase the demand of Consumer thereby the business of Jobber and Retailer

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Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT — KING DUKE GRANULATED
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P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

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Cigars, Tobacco, Smokers' Articles
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Consignments Solicited — Advances Made
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PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
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Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

HAVE YOU SEEN OR SMOKED
Mexican Special Stog
Made of Fine Cigar Stock—Packed in 50's—C
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, Mound
Jobbers, Write for Samples.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

EISENLOHR'S Cinco Philadelphia CIGARS

GUMPERT'S
MANETO
114 N. 7th St. Philada. Gumpert Bros. Manufacturers.

SMOKE ... SABOROSO ... PHILADELPHIA CIGARS ... PHILADELPHIA ... BOSTON

Vesper CIGAR 5¢

LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.

Factories:
PHILADELPHIA.
TAMPA, FLA.
HEYMANN & CO.
Cigar Manufacturers,
214 South Fifth St.
Philadelphia.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

Pent's
TAHOMA
FIVE CENT
PENT BROTHERS, Manufacturers, PHILADELPHIA.
CIGARS

L. E. Ryder, Factories 26 and 5 9th District Penna.
Wholesale Manufacturer of
Cigars
LANCASTER, PA.
The Best Possible Goods for the Least Possible Money

"Millions for Farmers" So Says Secretary Wilson. U. S. Dep't of Agriculture
TEXAS TOBACCO TRACTS
Write for Full Information to....
Exhaustive tests prove that the finest grade of... CUBAN LEAF Filler and Wrapper can be grown in East Texas on line of the SOUTHERN PACIFIC
Soils and Climate similar to famous Vuelta Abajo District of Pinar del Rio, Cuba.
T. J. ANDERSON, General Passenger Agent, Houston, Tex.

A. D. KILLHEFFER — MILLERSVILLE, PA.

Sold Direct to ... and DEALERS.

Maker of
High Grade CIGARS
All Fine Work

NO SALESMEN EMPLOYED.

Warranted Havana Filler, Sumatra Wrapper and No Flavoring Used.

Communicate with the Factory. We Can Save You Money.

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THE TOBACCO WORLD
ALWAYS SPARKLES
ESTABLISHED IN 1881 Vol. XXIII., No 52
PHILADELPHIA, DECEMBER 30, 1903
ONE DOLLAR PER ANNUM. Single Copies, Five Cents.

MUTILATED PAGE

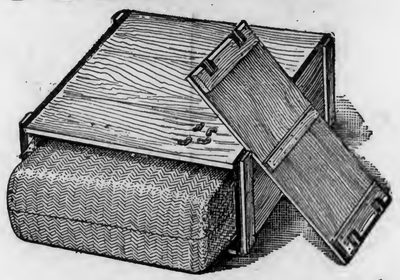
M. F. SCHNEIDER

IMPORTER

of

Sumatra and Havana

TOBACCOS



We import all our Sumatra Tobacco, each bale packed in a box, as shown in the illustration.

No Breakage
No Chafing
No Damage by Hooks

M. F. SCHNEIDER

No. 2 Burling Slip,

NEW YORK.

Nes corner Kuipersteeg,

AMSTERDAM, HOLLAND.

Established 1881 Incorporated 1902

THE TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
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ADVERTISING RATES ON APPLICATION.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

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GIVE THE BABY A NAME.

Register Your New Brands
WITH
The Tobacco World

Where they Will be Seen by the Entire Trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

More Harm Than Good.

THERE certainly seems to be good reason to doubt whether the recent annoucement by the Philadelphia Grand Jury, adversely criticising the manner in which prosecutions are brought by representatives of the Sabbath Association, has done retail cigar dealers any good.

In fact, that action seems to have stirred the association into greater activity in regard to this matter. "Let sleeping dogs lie" is usually good advice to follow, and although the agents of the Sabbath Association haven't been exactly sleeping the past year they certainly have not been as energetic as they might be.

If the members of the association should carefully investigate the conditions under which prosecutions have been brought in the past twelve or fourteen months they would discover that complaints have been entered without any disposition to really put a stop to Sunday selling. As The Tobacco World has stated before, the association's agents would lose their jobs if they should secure universal observance of the law, and their interests are to prosecute no one dealer so often that he will keep his shop closed from Saturday night to Monday morning. There are many members of the association who will not "stand for" that sort of thing, and who have no sympathy with the prevailing method of using the law as a means of collecting a license fee. The Association's Committee of Fifty has issued a formal reply to the Grand Jury's criticisms, concluding it with these words of former Chief Justice Woodward, "Our duty requires us to construe the statute so as to accomplish its purpose, which was to enforce the observance of Sunday instead of obliterating it." If the association will actually "enforce the observance of Sunday," many a cigar dealer who now does business on that day will be glad, but unless the law is enforced as rigidly as is that concerning Sunday liquor-selling only injustice and extortion, without any compensating good, results.

If the renewed activity, due to the Grand Jury's presentment, results in doubling the number of prosecutions, or increasing them in even greater proportion, as it very possibly may, that presentment will have done Sunday sellers much more harm than good.

Jobbers Apprehensive.

MANY jobbers who sell plug tobacco and whose customers want to buy less than the contents of a box at a time, fear that if they should fill such orders when they have good reason to believe that the tobacco is wanted that it may be resold they would find themselves in trouble with the internal revenue authorities. One of this class recently put the question to Commissioner Yerkes and received a rather indefinite answer, the substance of which was that in such instances jobbers might be held by the courts to be in collusion with the retailer in violation of the law.

United States laws, particularly those concerning internal revenue, are not very safe things to monkey with. Nevertheless there are certain principles with which they may be safely believed to conform, and one of these is that what in itself is a legitimate action by one man cannot be made a crime by subsequent action by another man.

Only very timid jobbers in plug tobacco will hesitate to sell goods to any purchasers, whatever may be the intention of the purchaser. Every jobber has a right to sell at retail, whether the customer wants one plug of tobacco for his vest pocket or a hundred or a thousand plugs for future personal use or to give away. What the customer intends to do with it is nobody's business. What he actually does with it may be a crime. Pen and ink sold innocently may be used to commit forgery. Matches sold innocently may be used to commit arson. A revolver and cartridges sold innocently may be used to commit murder. But is the seller responsible? Certainly not.

Naturally the Internal Revenue Commissioner is not disposed to do away with any apprehensions which may serve to guard against violations of law, and his reply, above referred to, is such as he might be expected to make. It is unreasonable to believe that any court would convict a jobber under the circumstances spoken of. Unfortunately, however, there is no certainty that a prosecution would not be brought, and a prosecution, even if it does not result in a conviction, is an unpleasant and expensive experience.

Credit-Information.

IN a communication published in The Tobacco World of last week, establishment of a credit-information bureau in Philadelphia was earnestly urged.

The writer of the letter evidently is a victim of the injudicious giving of credit. The bureau of confidential information which he favors seems well enough in theory, but there are numerous things which would interfere with its working satisfactorily. Many a dealer in tobacco has customers which pay him promptly and whom he knows to have an unsettled account of long standing with some other dealer. Frequently in such cases there has been a dispute or a quarrel over quality of goods or over an understanding concerning price. Whether right or wrong in a particular instance of the kind, the debtor is not one whose trade is undesirable, and the presence of his name on a "black list" such as is proposed would work injury instead of benefit to any dealer from whom he might seek to purchase. No creditor is likely to "post" a debtor in a credit-bureau as long as he has any hopes of collecting his account, and the chances are that by the time he considers the claim absolutely worthless the debtor will have, if he really be a dead-beat, practically exhausted his credit throughout a district as large as any bureau such as that proposed could cover even fairly well.

E. A. CÁLVES & Co. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
D&T
107 Arch St. PHILADA.

Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
IMPORTERS OF HAVANA AND SUMATRA & PACKERS OF SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS & CO. A. LOEB
IMPORTERS OF
DEALERS IN HAVANA LEAF TOBACCO
301 & 303 NORTH 3rd ST.
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTED HABANA AND SUMATRA
DEALER IN LEAF TOBACCO
642-44 N. ELEVENTH ST. PHILADELPHIA.
REGISTERED.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
215 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

THE REALM OF THE RETAILERS

Indifference is Expensive.

There is scarcely anything, except the absolute ordering of one to leave the building, that will drive a customer away from the store so quickly as a show of indifference on the part of a salesman. The writer was waiting in a furnishing goods store recently when a man came along and inquired of a clerk the price of his opera hats. "Seven dollars and a half and ten dollars said the clerk. 'Let me look at one," said the man who had inquired the price, and the clerk, in an indifferent sort of a way, said: "Which kind do you want to look at, the $7.50 or $10 kind?" The prospective customer turned away with the remark that he had changed his mind and would not look at any. Almost anyone would change his mind under similar circumstances. Who has ever seen a farmer passing the store of a dealer stop and inquire the price of a machine to have the dealer name a price without getting off his seat or inviting the farmer inside to look at the goods?

The American people may be more or less coldblooded and may not care much for sentiment in business, but there are very few who forget the stores where they are treated cordially and where goods are shown as though it were a pleasure and not as though one was expected to purchase everything one looked at. There is no truer saying than that courtesy in business pays.—The Implement Trade Journal.

• • •

Value of Ideas.

If your store has a motto—some word or set of words descriptive of your business method—it is of advantage to have it always associated with the firm name or name under which the store is known. There are many firms whom we know by some catch-line or phrase that is constantly associated with them or their goods. Who dosen't know what it is that 'Works while you sleep?'''

Every merchant ought to make his clerks think. Time spent in thinking up schemes is not time wasted. Lying awake nights to think up ways of getting ahead of your competitor is far less wearing on the system than lying awake trying to think how to keep even with him. We heard of a successful merchant, noted for the fertility of his ideas, who gave five dollars or more for every workable idea his clerks could bring him. He figured that ideas were more valuable than perfunctory service, and, as far as possible, he let the man who suggested the idea attend to its practical execution. In this manner each fellow was riding his own hobby to a certain extent. He was interested.

• • •

Show-Card Novelty.

A novel effect can be easily obtained on show cards and price tickets by placing three or four paper imitation screw heads on each of the letters.

These paper screw heads can be quickly made by cutting out round pieces of white paper on which is printed a fairly heavy black line; the six point border of an advertisement makes good ones. A belt punch makes a good tool to cut the paper with, and can be bought at any hardware store for fifteen or twenty cents. The printed line, of course, should be across the center of the part cut out. A thin card held under the paper will help in cutting.

After cutting, touch each screw head with the point of a mucilage brush and attach to the painted letters on show card. A pin or needle will be a great help in placing them in the proper position, as they are so small it is difficult to handle them with the fingers. The screw heads should be used only on heavy letters and figures and should not cover the entire width of the line of the letter.

This makes a very neat effect, as the letters appear to be fastened on the card with screws.

Another way to use these screw heads is to paste a light colored card containing the price or principal line, to a dark show card, and place screw heads at each of the four corners. Corners and border may be attached to the show card in the same manner.

Be careful not to use too many screw heads, as that spoils the effect; they should be placed only where it would be necessary to use real screws if the letters were cut out and fastened to the show card.

* * *

Opportunity.

Opporchunity knocks at iviry man's dure wanst. On some men's dures it hammers till it breaks down th' dure an' thin it goes and wakes him up if he's esleep an' afterwards it wurrks t'r him as night watchman. On other men's dures it knocks an' runs away, and on the dures iv some men it knocks, an' whin they come out it hits them over th' head wid an axe. But ivery wan has an opporchunity. So yiz had better kape your eye skinned and nab it before it shlips by an'is lost foriver.—Mr. Dooley.

Mr. Dooley tells the truth. Most every man has one opportunity, some a good many, but it is the efforts of our own homely selves that decide whether the most be made of it or not. Indeed it is wise to "kape your eyes skinned," and when the time comes to be ready to act, but the man of action, enterprise and thought generally forces the opportunity to come, while the idle fellow, the man who does not use and cultivate the amount of gray matter nature has endowed him with, sits and complains about there being "no chance."—Stoves and Hardware Reporter.

• • •

Publicity Pays.

Methods Used by Merchants in Different Sections of the Country to Keep Their Names Before the Public.

Some time ago H. Rosenthal, of Lafayette, Ind., announced in the local papers that, in order to determine the value of advertising, he would on a certain day offer every pair of pants in his establishment at reductions varying from 25 to 30 per cent. In order to obtain this reduction the purchaser was required to state in what paper he had read the advertisement.

A Pennsylvania firm one night sent up a number of balloons, to four of which prize tags were attached. One tag entitled the finder to a suit of men's clothing, and the other tags represented to the finders a pair of men's trousers, a child's suit and a Standard shirt.

Every week for several months a prominent Philadelphia daily paper used a similar method of increasing its popularity. On a certain day in the week an announcement would be made that in the afternoon a balloon would be sent up from the roof of the publication house, and that the readers of the paper should be on the lookout for it. Attached to each balloon was a coupon entitling the finder to a five dollar note upon presentation of the coupon at the office of the paper in Philadelphia.

* * *

Mailing Samples.

Internal Revenue Commissioner Yerkes has written in reply to the following letter an answer which is of interest to all retailers: "I would like to mail one cigar in a box to some private trade. The cigar will be taken from the original package. Kindly let me know whether this is permissible and in keeping with the rules of your office."

In his reply the Commissioner says: "As similar questions frequently arise it is deemed proper to call attention to the law and regulations bearing on the subject with a view of answering definitely all such inquiries. Under the law and the regulations promulgated in pursuance thereof this office finds no ground for authorizing the placing of one or more cigars in a separate box to be forwarded by mail or express or otherwise as a sample to prospective customers, whether such cigars are taken from stamped packages or not, and such a practice is held to be illegal and cannot be authorized nor permitted."

* * *

Show-Card Phrases.

As good as the best.
A sale means a friend.
We want your opinion.
Worth is what you want.
Come to us for the best.
We aim at high quality.
Cost and worth balanced.
Full values clear through.
Planned for your pleasure.
When you buy, buy right.
Of course we'll please you.
We're proud of the values.
Our goods argue their own case.
It's here you find the good ones.
Up to you—use your judgment.
Nothing like them at the price.
Up to the pinnacle of excellence.
We want you to think well of us.
Judges of good things give these their approval.
We live for business and our business helps us live.

* * *

"Dig In."

Never mind the other man,
Dig in!
You can win, you know you can,
Dig in!
Better luck will come your way,
Just make up your mind to stay;
Every dog will have his day;
Dig in!

* * *

Another $10 Counterfeit.

The Treasury Department gives the following description of a new $10 bank note counterfeit: "On the Elliot National Bank of Boston, Mass.; series of 1882, check letter C; B. K. Bruce, Register; A. U. Wyman, Treasurer; charter number, 536; bank number, 4235; Treasury number, W43930. Like the counterfeits described in circular letters Nos. 202, 205, 206, 209, 210, 212 and 213, this is a photographic production on good quality paper with ink lines to imitate the silk fiber of the genuine. The makers and passers of this entire series of counterfeits were arrested Dec. 17 and 18 in Boston, Mass., by agents of this service."

• • •

"I would like to do away with all tobacco," said the girl with the frost-tinted cheeks.

"So would I," replied her pretty chum, "and I break up four or five cigars every night."

"You do, dear? How?"

"By leaning against them."

Capacity, One Million per Week.

Correspondence with the Jobbing Trade solicited.

The Best Union-Made Five-Cent Cigar in the Market.

Union-Made
All Sizes

Union-Made
All Sizes

M. Steppacher, Reading, Pa.

PORT OF NEW YORK.

IMPORTS

Arrivals at the port of New York from foreign points during the week ending December 26, 1903.

Bremen.—Otto Malchow & Co., 30 bales tobacco.

Liverpool.—Kervan Bros., 13 bales tobacco; A. Barsa, 7 do.; F. Zaloon & Sons, 7 do.; American Tobacco Co., 4 cases tobacco; Manhattan Briar Pipe Co., 7 cases smokers' articles.

Cienfuegos.—J. H. Nevens & Co., 5 bales leaf tobacco.

Fiume.—Commercial Co., 254 bales tobacco.

Havana.—James E. Ward & Co., 9 cases cigars; A. E. Outerbridge & Co., 1 do.; Kunhardt & Co., 50 cases cigarettes; W. R. Grace & Co., 3 do.; Havana Tobacco Co., 1 do.

Nuevitas.—D. H. Lange, 2 bales tobacco.

Hamburg.—J. Herwig, Jr., & Co., 1 case cigarettes; Levi Blumensteil & Co., 20 seroons tobacco; F. Schultz's Son, 10 bales tobacco; American Tobacco Co., 1,060 bales tobacco; A. E. Outerbridge & Co., 2 cases cigars.

Rotterdam.—E. Rosenwald & Bro., 35 bales tobacco; L. Friedman & Co., 20 do.; United Cigar Mfrs., 6 do.

San Juan.—A. S. Lascelles & Co., 494 bales tobacco; J. Cohn & Co., 37 do.; Durlach Bros., 30 do.; M. Rucabado, 28 tierces tobacco.

SUMATRA TOBACCO.

Str. Rotterdam, arrived Dec. 25:
(222 bales.)

Hilson Co.	47 bales
A. Blumlein & Co.	45 "
United Cigar Mfg. Co.	40 "
E. Rosenwald & Bro.	29 "
H. Duys & Co.	20 bales
L. Friedman & Co.	16 "
J. Hirsch & Son	16 "
Herz Bros.	8 "
J. E. Ward & Co.	1 bale

HAVANA TOBACCO.

Str. Morro Castle, arrived Dec. 22:
(4,986 bales; 450 cases; 180 bbls..)

James E. Ward & Co.	3,522 bales
Hinsdale Smith & Co.	354 "
S. Ashner	266 "
William H. Stiner & Son	256 "
Rothschild & Bros.	122 "
Lewis Sylvester & Son	99 "
Ghio & Rovira	86 "
Weil & Co.	81 "
American Cigar Co.	47 "
S. L. Goldberg & Son	34 "
G. Salomon & Bro.	25 "
D. Hevia & Co.	20 "
M. Criado & Co.	19 "
Philip & John Frank	17 "
John Leopold & Son	15 "
M. Stachelberg & Co.	15 "
J. Cohen & Co.	5 "
Calixto Lopez & Co.	3 "
James E. Ward & Co.	449 cases
Havana Tobacco Co.	1 case
E. Regensburg & Sons	72 bbls.
Hamburger Bros. & Co.	51 "
Leonard Friedmann & Co.	27 "
Hinsdale Smith & Co.	16 "
James E. Ward & Co.	9 "
A. Moeller & Co.	5 "

HAVANA CIGARS.

Str. Morro Castle, arrived Dec. 22:
(25 cases)

F. Garcia, Bros. & Co.	7 cases
E. Carle	7 "
Park & Tilford	5 "
W. R. Grace & Co.	2 "
C. A. Wyman & Co.	1 case
A. Murphy & Co.	1 "
Strong & Trowbridge	1 "
J. W. Alexander	1 "

Str. Vigilancia, arrived Dec. 26:
(180 bales.)

James E. Ward & Co.	454 bales
Lewis Sylvester & Sons	297 "
Starlight Bros.	98 "
E. Hoffman & Son	59 "
Order	15 "
Auturo Ruiz	14 "

PORTO RICAN CIGARS.

Str. Philadelphia, arrived Dec. 22:
(168 cases)

American Tobacco Co.	39 cases
American W. I. Trading Co.	23 "
G. W. Sheldon & Co.	18 "
Durlach Bros.	12 "
M. Rucabado	12 "
West Indies Cigar Co.	11 "
A. S. Lascelles & Co.	10 "
Victor Malga & Co.	9 "
Porto Rico Commercial Co.	7 "
C. D. Stone & Co.	6 "
Arguelles, Manrique & Co.	5 "
DeFord & Co.	4 "
Rojas, Perez & Co.	4 "
B. Raap Trading Co.	3 "
Cadiz Cigar Co.	3 "
Austin, Baldwin & Co.	2 "

INVESTIGATION AT BOSTON.

Alleged Irregularities at the Custom House Result in Examination.

Boston, Dec. 27.—Collector of the Port George H. Lyman is besieged by Boston importers regarding the scandal in the customs office. To-day he was asked by a score or more of the leading merchants of Boston whether the rumors regarding the appraiser's office were true. To all he made the same answer: "I cannot discuss the subject."

To the local representatives of tobacco firms, Dr. Butler, the temporary chief appraiser who has taken the place of Alfred W. Brown, of Chelsea, refused to discuss the progress made by Morris Rathelsky, who is now looking over the bonded tobacco to determine whether or not tobacco, upon which a duty of $1.85 a pound should have been paid, is being admitted as being of an inferior grade upon which but 30 cents per pound is charged.

An employe of the customs department told a reporter that Rathelsky refused to have anything to do with any of the attaches of the office.

"He came into the appraiser's office and introduced himself," said the informant referred to, "and immediately after receiving directions as to where tobacco was stored he started out without an escort. Since he arrived here he has not made himself acquainted with us, and I guess he means business."

Among the wholesale tobacco dealers of Boston there seems to be an equanimity quite out of keeping with the "Custom House temperament."

This, according to a big Broad street dealer, is occasioned by the fact that the Boston importers have been "on the level" in their dealings with the United States authorities.

In explaining the situation this dealer said that most of the tobacco actually consumed in Boston was originally bought in New York and shipped in bond to Boston. It is permitted to stay in bond under the laws of the United States for three years.

Inferior tobacco is soon taken out, but the high grade tobacco is permitted to stay a longer period. It must be labeled upon its arrival, and it is the examination of these labels on tons of storehouse tobacco that Rathelsky is now devoting his time to.

Rathelsky will not make his discoveries known even to Collector Lyman. What he has to say he will say to his Washington superiors. He is a subordinate of Dr. Butler when at Baltimore, but on this special occasion he is "master of all he surveys."

H. DUYS & CO.

No. 170 Water Street,

NEW YORK,

Beg to Extend to the Trade

Their Best Wishes

for

A Prosperous New Year.

Representative for the State of Pennsylvania,

Mr. R. R. UHLER.

Representative for Philadelphia,

Mr. J. H. GRAFFLIN.

E. A. CÁLVES & CO. — IMPORTERS OF — **HAVANA** — **123 N. THIRD ST.** PHILADELPHIA

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM.
119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING
Importers, Packers and Dealers in
Leaf Tobacco

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date.
PHILADELPHIA.

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. Weinberg, IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE — WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Importers of Sumatra Tobacco
Cable Address: "HERE."
Joseph Hirsch & Son
4, Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St. NEW YORK

LOUIS BYTHINER — J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

GEO. W. WERT & CO.
MANUFACTURERS OF
High Grade Union-Made Cigars
No. 14 North George St. *York, Pa.*
UNION PLANTER 5-cent Cigar is Our Leader.

IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF
L. P. Kimmig & Co. ***Tobaccos***
153 North Third St., Philadelphia. Warehouses { *LANCASTER, PA.* *JERSEY SHORE, PA.*

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." **Habana, Cuba.**

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

HAVANA'S MAIL FROM NEW YORK DELAYED.

Nine Days Elapse Between Departure and Arrival of Letters—Probable Effects of Reciprocity.

HAVANA, December 21, 1903.

The Havana market was very active during the week ending December 19, and prices have been well maintained. The passage of the long-hoped for, and now finally accomplished, treaty of reciprocity between the United States and Cuba will undoubtedly contribute to keep up the good feeling existing, and eventually increase the demand for the stocks still held here. It is not expected that there will be any further increase in values, as the figures are high enough already, unless through a competition of the Northern buyers such an advance should be brought about; but, on the other hand, the dealers are hopeful to close out all surplus stocks, so as to be prepared to take hold of the 1904 crop, as soon as the latter shall be in a marketable shape to commence packing in the months of April or May in the coming year. Vuelta Abajo, old and new crops, has been in good demand, while Partido wrappers were only sparingly dealt in, owing to the scant supply. Remedios, old and new crop, had a good sale for Europe and partially for the United States.

THE 1904 CROP.

A few dried leaves from the Vuelta Abajo, from a planting made in September, have been shown by Bruno Diaz & Co., and they were all that could be desired by any manufacturer, as the leaves were sound, of a very fine, thin texture and grain, and of light colors. Unfortunately, however, serious complaints are heard now about the continued drought in the lowland section, and unless rain should fall before the close of this month the chances are that the later set-out plants may produce only heavy fillers, and that wrappers would be again scarce in the "tierra llana" section. The Lomas, on the other hand, are described as looking more prosperous and may give a fair proportion of wrapper leaf, as they have been more favored with moisture. The well known planter, Anto Hernandez Rivero, owner of the farms "Abra" and "Ancon," has set out twenty millions of plants and expects to make at least 9000 bales if the weather continues favorable. If the rainy season should begin early enough he may have some new tobacco by the end of April or early in May. In the Partido section the prospects look brightest, as owing to the artificial irrigation the growth of the plants is not retarded; cutting has commenced and will become general next month. Reports from the Remedios region are still mixed, as owing to the prolonged drought many planters have been unable to set out the young seedlings, and while the crop is usually one month later in Santa Clara province it looks as if the quantity might not be a large one in any event, unless rains fall quickly.

BUYERS COME AND GO.

Arrivals: E. H. Smith, and P. E. Near, of Hinsdale, Smith & Co., New York; S. Ruppin, of S. Ruppins, Inc., New York; A. Upmann, Ed. Meyer and A. Frerichs, of H. Upmann & Co., Havana.

Departures: Sidney Rothschild, for New York and Detroit; A. Winterberg, for New York; S. Ashner, for New York; Dave Heyman, for New York; Joseph Mendelsohn, for New York; M. Stern, for New York; Louis A. Cantor, for New York; Henry Bernheim, for New York; Alfred Meyer, for Hamburg; F. Bagelmann, for Chile.

HAVANA CIGAR MANUFACTURERS.

Whether the reciprocity treaty will really help the cigar manufacturers here or not is the unsolved problem. Many orders that were held in suspense will now be executed for the United States, as one house had half a million of cigars pending the passage of the act and there were many other houses in a like position. With the present high prices for leaf it is very doubtful that many low-priced cigars could be made, but if the 1904 crop should be in reality abundant, and the leaf could be obtained at a low cost, then it is possible that the trade in common sizes might increase somewhat, not enough, however, to hurt the clear Havana cigar manufacturers in the North, as the consumption of this class of goods is constantly on the increase in the United States. H. Upmann & Co. are very busy in their factory. Sol is working steadily along, had large orders in the United States pending the reciprocity treaty and good call from England. Rabell, Costa, Vales & Co., had also numerous orders pending for the United States and which will be now rushed forward. Rodriguez, Arguelles & Co., of "Romeo y Julieta" fame, did not need the reciprocity treaty, as they had plenty of orders for all countries to execute. Enrique, Dorado & Co., Florentin Mantilla, Punch, Hoyo de Monterey, Eden and other factories are all busy and may be more so in future.

BUYING, SELLING, ETC.

S. Ashner left highly satisfied, as he

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL HABANA
FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA
SOL and LUIS MARX
Consulado 91, HAVANA.

JOHN W. MERRIAM & CO.
MAKE

Pure Habana Segars
THAT SELL
"At the SIGN of the BULL DOG,"
New York.
Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars

Leslie Pantin, Leaf Tobacco Commission Merchant, Habana, Cuba

O'Reilly 50, P. O. Box 493,

La Flor de J. S. Murias & Co.

of SUAREZ & CO.

Vuelta Abajo Cigars.

Egido Street 2, HAVANA, CUBA

P. O. Box 431. *Cable: "Suarco."*

WALTER HIMML,

Leaf Tobacco Warehouse

AND

COMMISSION MERCHANT,

San Miguel 62, Havana, Cuba.

P. O. Box 397. Cable: HIMML.

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de

Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270. Habana.

Cable: ZALEZGON.

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO

Rayo 110 y 112 **HABANA**

S. Jorge Y. P. Castaneda

JORGE & P. CASTANEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 108--110, *HAVANA*

SANCHEZ Y CUETO S. en C.

Sucesores de CARRILES Y SANCHEZ,

Almacenistas de Tabaco en Rama

Specialty in Vuelta Abajo, Semi Vuelta y Partido

AMISTAD No. 93,

Habana, Cuba.

LEONARD FRIEDMAN Y CIA.

Almacenistas de Tabaco en Rama

CABLE—OFFHICKS.

Amistad 126, Habana, Cuba.

JOSE F. ROCHA, Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100, Cable: "Donalles." *Habana, Cuba.*

JOSÉ MENENDEZ,

Almacenista de Tabaco en Rama

Especialidad Tabaco de Partido

Vegas Proprias Cosechado por el

Monte 26, **Habana, Cuba.**

*Bridat, Mont'Ros y C^a^*

Mercaderes 35 Havana

Exporters of Leaf Tobacco and Cigars

Cable Address: Bridat *Post Office Box 310.*

NARCISO GONZALEZ. VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO

10 Angeles St., **HAVANA, CUBA.** P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN H. PRASSE.

FEDERICO NEUMANN & CO.

Commission Merchants

SHIPPERS OF

LEAF TOBACCO and CIGARS

Havana, Cuba.

Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ

Leaf Tobacco Merchants

Principe Alfonso 116 y 118

Cable: "ANTERO." Habana.

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

☞SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.☜

P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS

Almacenista de Tabaco en Rama

NEPTUNO NUM. 174

Cable: ONILEVA. *Habana*

Established 1860

El Rico Habano Factory

INDEPENDENT OF ANY TRUST

OF

Enrique Dorado & Co. Vuelta Abajo Cigars

Purveyors to H. M. The King of Spain

Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

J. Lichtenstein & Co.

131 Water St. *Leaf Tobacco* *NEW YORK*

READY FOR THE MARKET

Liberman's Cigar Branding Machine

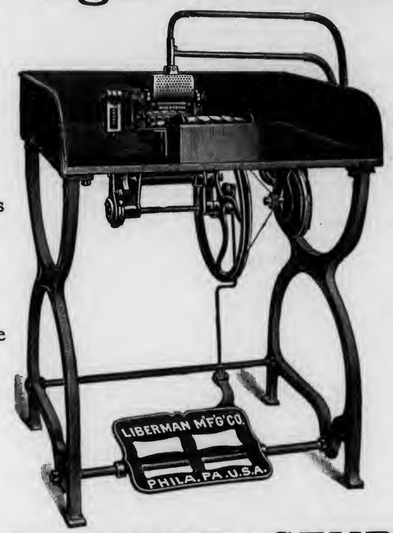
All Defects of Others Avoided

Many New and Valuable Features

Capacity Practically Unlimited.

Construction Simple and Durable

Work Uniform



Brand Neat and Distinct

No Annoyance from Lampblack

Complete Set of Type With Each Machine

Intensity of Heat Regulated by an Ingenious Blast Device, Securing Very Legible Lettering on the Cigar

THE LIBERMAN MANUFACTURING COMPANY

Manufacturers of Cigar Making Machinery,

223--5--7 South Fifth Street, PHILADELPHIA, PA.

Secured 1700 bales of Vuelta Abajo and Remedios upon his late purchasing trip.

Sobrinos de A. Gonzalez have had an extremely busy week, as they sold 2200 bales of Remedios and Vuelta Abajo during the past week.

Max Stern, of Lewis Sylvester & Son, purchased in all 3500 bales of Vuelta Abajo and Remedios in the country and part in the city of Havana during his sojourn in the island. Don Trinitario Vila still remains in Havana to attend to the receipt of the goods from the country and look after the shipment bound for the United States.

Jose F. Rocha has no reason to complain, as he turned over 800 bales of Vuelta Abajo and Remedios to various customers of his.

Leslie Pantin has been exceedingly busy of late in satisfying the demands of his friends and must have foreclosed fully 2500 bales upon commission.

Sobrinos de V. Diaz Don Narciso Gonzalez had his hands full in selling 600 bales of Remedios and Vuelta Abajo.

S. L. Goldberg y Hijos are quietly managing to get their share of the business, but will not furnish any particulars about their sales.

Jorge P. Castaneda have hardly any stock left to sell, except some Vuelta Abajo fillers, but they are busy cutting tobacco upon their farms in the famous Tumbadero district, and speak very highly about the coming crop.

Rodriguez, Bautista & Co., sold 450 bales of Vuelta Abajo and Remedios.

H. Upmann & Co. shipped 450,000 cigars this past week.

Jose Menendez disposed of 400 bales of Vuelta Abajo and Remedios.

Loeb Nunez Havana Company turned over 250 bales of Remedios.

Muniz, Hnos & Co., closed out 250 bales of Vuelta Abajo and Remedios.

Leonard Friedman & Co. sold 200 bales of Vuelta Abajo right here to city factories.

G. Solomon y Hnos disposed of 150 bales of Vuelta Abajo, Partido and Remedios to northern buyers.

Aixala & Co. made sales of some 150 bales of Vuelto Abajo and Remedios.

Rabell, Costa & Co., turned over 100 bales of Vuelto Abajo to their friends.

Walter Himml closed out 100 bales of Vuelta Abajo.

A. M. Calzada & Co. sold 100 bales of Remedios to the United States.

Suarez Hnos disposed of 100 bales of Vuelta Abajo to a northern buyer.

MAIL SERVICE.

Great complaint is heard here again about the mail service, as the Miami boat did not arrive upon the 17th inst. (Thursday) as usual, and when the Tampa steamer, Olivette, made her appearance on Saturday (the 19th inst.), she only brought part of the mail up to the 15th from New York, while the letters of the 12th inst from New York had not arrived. If the Plant line cannot attend to the United States mail service properly the United States Government ought to give the mail contract to a steamship line that can do so. Last summer, owing to a cyclone that was predicted but did not come, the Plant line left us for a week with-

GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of High Grade Domestic

Cigars

Leaders { LIGHT HORSE HARRY / LA-DATA / LA PURISTA / INDIAN PRIDE / LA GALANTERIA

Capacity 50,000 per Day. Prompt Shipments Guaranteed.

KAUFFMAN BROS.

Manufacturers of

High-Grade Nickel Cigars

LANCASTER, PA.

CROOKED TRAVELER—A Cigar of Special Value

PRINCE VICTOR—A Five-Cent Leader

Correspondence with the Wholesale and Jobbing Trade Invited.

J. E. SHERTS & CO.

Manufacturers of

High-Grade Seed and Havana

CIGARS

Lancaster, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

E. A. KRAUSSMAN

Importer of HAVANA TOBACCO

170 Water Street, NEW YORK

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

E. M. KELLER,
Manufacturer of High-Grade Havana and Domestic
CIGARS
Private Brands a Specialty. Correspondence solicited.
Leading Brands:
Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.
READING, PA.

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

out any mail, although the Ward line arrived and left on time, not minding the possible arrival of the cyclone. At last the mail of the 12th inst. from New York arrived to-day (the 21st inst.) after a lapse of nine days.

Receipts of Tobacco from the Country,

	Week Ending Dec. 19. Bales	Since Jan. 1. Bales
Vuelta Abajo	477	162,945
Semi Vuelta	160	10,195
Partido	179	46,364
Matanzas	—	173
S. Clara & Remedios	1,524	108,687
Santiago de Cuba	2	8,724
Total	2,342	337,089

Washington Topics.

Proposed Change of Law to Relieve Southern Tobacco Growers.

Washington, D. C., Dec. 26.—Representative John Wesley Gaines, of Tennessee, recently introduced a bill for the relief of tobacco growers, as mentioned in this correspondence last week, which provides that anybody may buy and sell leaf tobacco in any quantity, anywhere, without tax or license. The bill, which also permits growers to stem and twist their own crops without restriction or tax, has gained the favor of Chief Justice Walter Clark, of the North Carolina Supreme Court, who writes the Tennessee Representative as follows:

"Raleigh, N. C., Dec. 21, 1903.

"Hon. John W. Gaines.

"My Dear Sir:

"I have been much struck with your speech of the 14th of December and your proposed measure of relief for tobacco farmers. If you can send me fifty or more copies franked for mailing I will take pleasure in sending them to our leading tobacco farmers, who are earnestly seeking to discover some relief from their intolerable situation.

"Most truly yours,"

"WALTER CLARK."

Colonel John Cunningham, of North Carolina, president of the Tobacco Growers' Association, while in this city a few days ago said that there is no doubt of the determination of the farmers to organize in behalf of their interests. He also said that "tobacco, good tobacco, is bringing good prices now," and he believed that by January or February it would bring still better prices. Colonel Cunningham added that none of the farmers should hesitate to accept the higher price paid now or at next seed planting time, "because the wicked trust is paying it just to induce another big crop." "Take all you can get, from the trust or anti-trust, and then go right ahead and plant your next crop on suitable land," is the advice he would give tobacco growers.

AMERICAN EXPERTS ABROAD.

A letter received here states that South Africa is the field which is believed in England to offer that country an opportunity of being independent of the American tobacco leaf market. Near Pretoria a series of plantations have been opened, which are managed by Norfolk farmers sent out from England and directed by a professional expert; while in Rhodesia a series of plantations have been started by the able lieutenants of the late Cecil Rhodes. Experts from Virginia and North Carolina have gone out to South Africa under contracts with English capitalists to take charge of tobacco farms, factories and experimental stations.

AGAINST GUESSING CONTESTS.

One of the measures which the House Committee on Judiciary is expected to take up soon after Congress reassembles is that introduced by Mr. Gillett, of Massachusetts, providing that any person who, with intent to execute, conduct, promote, or carry on in any manner whatever any lottery, pool selling, bookmaking or gambling on horse races, or any gift enterprise, or guessing contest, or with intent to aid, assist or abet in the executing, conducting, promoting or carrying on of any such lottery, pool selling, bookmaking or gambling or any gift enterprise, or guessing contest, shall deposit with, send or transmit by any telegraph company or telephone company any dispatch or message from one State or Territory into another State or Territory, or from or into the District of Columbia, shall be guilty of a misdemeanor, and shall be punished for the first offense by imprisonment of not more than two years or by a fine of not more than one thousand dollars, or both, and for the second and each after offense punished by such imprisonment only.

It further provides that no common carrier or corporation, or employe thereof, shall receive for transmission or send from one State or Territory into another State or Territory, any dispatch or message, or letter or circular, relating to the matters mentioned above, and a violation of this provision is to be punished as above noted.

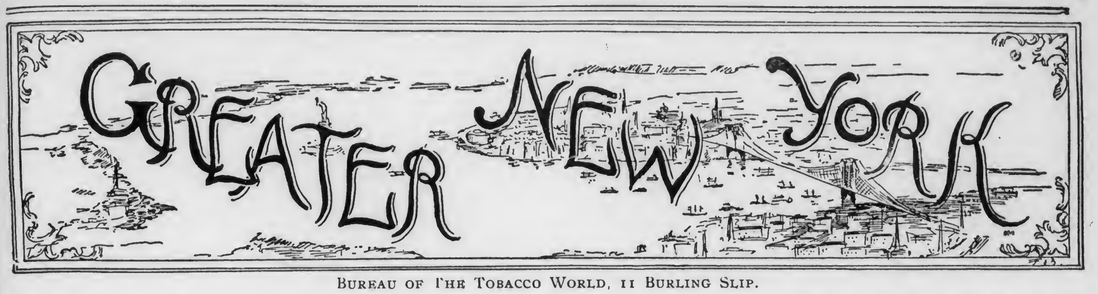
THANKS FROM CUBA.

The President has received a most gracious telegram of thanks from President Palma, of Cuba, for his successful efforts in behalf of the Cuban reciprocity treaty. To show how grateful the Cuban people were for the effort made by the Administration to destroy the cane sugar industry of the United States for the benefit of the Cuban sugar planters, on the very day that the above-mentioned telegram was made public copies of a proposed new tariff were distributed in the Cuban Senate, and a member of that body—Senor Sanguily—moved that the matter be discussed the following day, December 23. He proposed that President Palma be empowered to make a provisional advance in the tariffs to cover the loss that will follow the operation of the reciprocity treaty.

A new bill has, therefore, been in-

(Concluded on p. 24.)

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, **171 Water St., New York**



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP.

In view of the fact that the coming annual meeting of the Retail Cigar and Tobacco Dealers' Association of New York may develop into a row which will result in a disruption of the organization, a question of much importance to those retailers who believe the premium system of great necessity to them is this—How can a new premium system be best established and maintained?

There are in New York hundreds of such dealers, one of whom recently stated to a representative of The Tobacco World that he believed in very many instances a dealer would lose fully one-half of his trade if he stopped giving his customers coupons. In the business sections of the city the coupon system, he said, had much less effect on patronage than in the residential districts. In the latter, he added, many a dealer would have to shut up shop if he gave his customers nothing but cigars, cigarettes and tobacco for their money. The customers had learned to expect premiums and would go where they were to be had. By refusing to supply this demand a dealer would save about four and a half cents on each dollar of his total receipts, but his receipts would fall off fully fifty per cent. or more.

The fact seems to be established that if the present association does not continue, a new means of premium giving must be adopted.

A scheme in this direction has been submitted by an enterprising and ingenious individual for criticism by The Tobacco World. It apparently has some very good features, but very probably is open to well-grounded objections. It is here presented to the trade for what it may be worth.

The individual above referred to proposed to make a proposition as follows to one of the large department stores:

Sooker, Keigel & Co.

Gentlemen:—In this letter I submit a proposition which I would be glad to talk over with one of your managers:

I. I deposit $1,000 in cash with you.

II. You furnish me with 2,400 sheets of coupons, perforated like sheets of postage stamps, 100 coupons to form each sheet and there to be printed on each coupon:

> For 150 of These Coupons
> A Half Dollar Order on
> SOOKER, KEIGEL & CO.
> Will Be Given at
>
> Date_____
> Good Only 3 Months from Date.

These 2,400 sheets of coupons will represent $800.00.

III. You are also to furnish me with 400 orders reading as follows:

> This Order Will Be Accepted
> For 50 cents on Purchases of 50 cents or more at
> SOOKER, KIEGEL & CO'S
> for One Month from Date.

These 400 orders will represent $200, making a total of $1,000.

IV. You are also to furnish me with, say 500, cards—hangers—about 12x6 inches, reading as follows:

> We Give Coupons
> Exchangeable for
> Orders as Good as Cash at
> SOOKER, KIEGEL & CO'S

V. For all coupons returned to you by me you are to give me new ones without charge.

VI. For all orders received by you in payment for goods you are to provide me with new ones at 50 cents each.

VII. You are to give me a commission of — per cent on all the orders redeemed by you.

There are thousands of cigar retailers in New York. At some hundreds of the stores coupons exchangeable for premiums of many kinds are given. A large proportion of retail cigar dealers must, to hold their trade, continue the practice of coupon-giving. If any money is to be made by organizing a new system of that kind, I want to make part of that money.

One hundred dealers with an average trade of $20 a day would use 40,000 coupons daily, representing a coupon value of $133 33⅓ per day. This estimate is based on only one store in about one hundred and fifty adopting the system.

My compensation must come from a commission given by you or some other merchants, and through coupons not offered for redemption within the three month's time limit.

You would risk nothing as you would control issue of coupons and orders and deliver none to me before you had the cash in hand.

If the scheme should not prove profitable, everything could be closed up in three months, at the end of which time you would return to me my deposit less the amount of orders you had redeemed.

Yours truly

Having made such an arrangement as that detailed in the foregoing letter, the originator of the scheme would issue to the local retail trade a circular as follows:

Dear Sir:

I will sell you 300 coupons for $1, or 1,500 for $5 or 3,000 for $10. In an hour or a week or a month or three months you can have your money back on surrendering the coupons, or can have back the full value for any part of them.

Any customer having 150 of these coupons can exchange them for an order on Sooker, Kiegel & Co. good for 50 cents worth of any kind of goods sold there. All coupons issued will be protected by having their full value deposited in advance with S. K. & Co., the initial deposit being $1,000 and S. K. & Co. will control issue of the coupons.

Anybody receiving this circular is privileged to be one of the first 500. Delay in giving the system a trial may result in not being admitted to the privilege.

To test the system need cost you only $1, and you can have your money back immediately on surrendering the coupons.

One hundred and fifty coupons will be redeemed for a cash order, whether received at any one cigar store or fifty or a hundred different cigar stores.

***

The Ruy Lopez Co. will be represented by Isaac Lowenhaupt among the New York City trade. The President of this company, John Wardlow, has returned to Tampa. In the southern territory, its representative, after January 1, will be Leroy Barrett.

***

At 7 P. M. on January 5 a special meeting of the Retail Cigar and Tobacco Dealers' Association of New York will be held for a vote on a resolution to reduce the number of directors from fifteen to five. The annual meeting will open at 8 P. M. the same date and the polls will be open from 8.30 to 9.30.

***

Schedules in bankruptcy of Samuel Saqui, cigar manufacturer, at 542 West Broadway, show liabilities $27,815, of which all but $3697 are on account of Sutter Bros., of Chicago, and nominal assests $13,458, consisting of: Stock on hand, $4300; stock of tobacco in warehouse in possession of the receiver of Sutter Bros., for which Mr. Saqui gave notes to Sutter Bros. to the amount of $12,395; fixtures $350; cash in bank $238; insurance rebates $70, and accounts, $1000.

***

The will of D. H. McAlpin, the tobacco king, has been filed in the Morris county, N. J., surrogate's office. The estate in Morris county is valued at $5,000,000, while his other properties bring the total to $75,000,000. He leaves to his wife, Cordelia Rose McAlpin, his house in West Fifty-eighth street, New York, and $18,000 a year. To his son, Charles W. McAlpin, he leaves his summer home, "Glen Alpin," just outside of Morristown; to David H. McAlpin, Jr., he leaves his estate at Littleton, N. J.

***

Schedules in bankruptcy of Morris Lesser, cigar manufacturer, at 416 East Seventy-sixth street, show liabilities $3881 and nominal assets $1034, consisting of cash in bank, $25; debt due, $9, and stock, machinery and fixtures turned over to a receiver, $1000.

***

Deputy Sheriff Snedden has put a keeper in the place of business of Epstein & Simon, cigar manufacturers, at 52 East Eighth street, on an attachment for $1359 in favor of Fernando Alvarez, which was obtained on the allegation that Morris Simon had disposed of the property of the firm. Mr. Simon has been in this business some time and Mr. Epstein became a partner on October 8 last.

***

In almost every copy of the cigarmakers' official journal there is a list of several members who have been fined for leaving their board bills unpaid. This does not prove that the cigarmakers are more liable to forget their board bills than any other class of workers, but rather that their union is more particular than most unions are about the honesty of its members.

When a cigarmaker goes to a new town his union sends him to a boarding house. If he tries to escape paying his bills the union takes the responsibility and pays the amount, charging it to the defaulting member. In proportion to their number, there are, of course, very few cigarmakers who oblige the union to pay their debts.—Evening Journal.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana Cuba

HAVANA TOBACCO COMPANY
TRADE MARK
111 Fifth Avenue, NEW YORK
SELLING AGENTS for these Brands of Imported Havana Cigars:

La Flor de Henry Clay	La Carolina	La Africana
La Espanola	La Flor de Yncian	Manuel Garcia Alonso
La Corona	La Vencedora	La Antiguedad
La Flor de Naves	El Aguila de Oro	La Comercial
La Flor de Cuba	La Intimidad	La Flor de Murias
La Meridiana	La Rosa de Santiago	La Rosa Aromatica
A. de Villar y Villar	Estella	J. S. Murias y Ca.
	H. de Cabanas y Carbajal.	

R. B.
ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK

E. J. SCHOENER. CABLE ADDRESS "TACHUELA"
E. J. SCHOENER & Co.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET.
NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE.
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

LEOPOLD SCHMID FRANK LANGE
L. SCHMID & CO.
Importers of
Sumatra Tobacco
No. 138 Water Street, New York

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ENOS SMITH

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York

PHILADELPHIA

EFFECTS OF REDUCED DUTY.

Local leaf dealers have not taken any special interest in the arguments that were urged at Washington for and against the Cuban Reciprocity treaty, inasmuch as the only effect its adoption can have on their business will be in increasing the demand for Havana fillers, and even that effect may not be particularly noticeable.

"The change of duty will not, I believe make much, if any, difference with us," said E. A. Calves of E. A. Calves & Co., when answering questions asked by a Tobacco World man. "Neither do I expect," he added, "that it will make much difference with the cigar manufacturers in this country. Even with the reduced duty on cigars, the cost of imported cigars will be so much more than that of cigars made here from equally good material that conditions will remain here practically as they have been. Cuban cigars no better, except in workmanship, than those which can be sold here for $70, will cost about $125. Any benefit which can come to us through the reduction of duty will be in an increased demand for Havana fillers, a result of an increase in the quality of domestic cigars. Where manufacturers are now using five pounds of Havana in a thousand cigars some may add half a pound, or a pound, which of course will mean larger sales for dealers in Havana leaf from whom they buy. Still there may be no such increase, for there is a possibility that prices in Havana will be increased in consequence of the reduction in duty and to such an extent that manufacturers here cannot materially improve their goods. Unless the demand for Havana tobacco increases, the duty will not affect our firm at all. We shall, of course, sell our goods in bond, as we have heretofore, and the duty, whether it be high or low, means so much increased cost to our customers. The quality and quantity of the Havana crops will affect the manufacturers of cigars much more than the duty will. In some things the change of duty may be a help to American interests, and in others it may be an injury; but I believe that when a balance is struck things will be found to be about even."

H. DUYS & CO.'S GOOD WISHES.

With characteristic good will H. Duys & Co., the big Sumatra importers of 170 Water Street, New York, utilize a page in this week's Tobacco World to extend to the trade the firm's best wishes for a happy and prosperous New Year.

The announcement in H. Duys & Co's card that R. R. Uhler, long a popular and successful leaf salesman, will represent the firm in the State of Pennsylvania outside of Philadelphia while the firm's trade in the city will be looked after by J. H. Grafflin, another crackerjack among the men who delight in gathering in orders for leaf, will interest the entire trade.

BUCKET-SHOP ENTERPRISE.

The latest scheme attempted on Philadelphia cigar stores has been to establish therein stock-selling agencies, which would be nothing more than bucket-shops dealing in one kind of stock, which, if it has any actual value at all, apparently exists only as a feature of the bucket-shop scheme. Apparently little success has attended the scheme, judging from the experience with a well-known dealer near the City Hall. When approached concerning the matter, about ten days ago, he was told that if he would accept an agency he would make at least $1.50 a day. His reply was that he didn't have time to bother with the matter. "Well,' said his visitor, "I'll leave the outfit and you can go ahead and sell stock." When the outfit was opened, several hours later, it was found to contain twenty-five booklets, full of vague and indefinite statements, which, however, might have the effect of causing ignorant people to speculate on twenty-five cent margins. There were also half a dozen advertisements printed on blotting paper, two pads of blanks for acknowledging orders to "buy" and "sell," and two rubber stamps with a pad. One of the stamps was for dating, and the other was intended for use in stamping the agency number. The recipient of this material, the value of which was less than a dollar, decided to have nothing to do with anything of the kind, and stowed it away under his counter. For two or three days thereafter there was delivered at his store each afternoon a cardboard a foot square, on which was printed the date and the "opening price" and the "closing price." These cards were stowed away with the rest of the outfit, and were not displayed in the store as was desired by the promoters of the scheme. The cigar dealer has heard nothing more concerning the project, except that one evening a young man came in and asked what the stock was worth then. "I don't know anything about it," was the reply, and the visitor walked out. The "outfit" is still stored away ready for return to the owners whenever called for.

MISTAKE OF AN INFORMER.

In writing to Joseph E. Tuck, of this city, J. W. Marshall, formerly secretary of the Philadelphia Association of Retail Cigar and Tobacco Dealers, and now of the Terrenates Consolidated Mining Company, tells some interesting things about himself and his present place of residence, Parral, Chih., Mexico. "I cannot," he says, "tell you anything of especial interest about the native tobacco, except that I do not like the Mexican cigars. I do little smoking now, and do not care for it as I used to. Perhaps the altitude is the reason. We are about 6000 feet above the sea level here and have the purest atmosphere. Everybody wears the same clothes the year 'round. I sleep under three blankets at night and go in my shirt sleeves during the day. I am just as comfortable with my coat on, however—in fact, I don't notice any difference. We have had no rain in six weeks, and there may be no water falling before May or June. When I enjoy a more favorable opportunity I may tell you how I have developed into a miner. When I came here I was to take charge of the financial end. Now I am the whole circus. How is the Retailers' Association coming on? I am still fighting a Trust. Have a scrap on hand now. It is all right. I enjoy it. I will win out, too."

FINED FOR SUNDAY SELLING.

M. Blumenthal, 214 South
H. W. Beck, 246 North 8th
Louis Budin, 3d and Lombard
J. P. Brown, 2455 North 15th
Adam Borschel, 2904 Ridge ave.
A. Coll, 2221 Norris
Wm. H. Catlin, 144 North 8th
J. P. Farmakis, 208 North 8th
J. P. Farmakis, 701 Market
J. D. Farmakis, 1211 Market
J. D. Farmakis, 9 Market
Catherine Frantz, 1378 Ridge ave.
John Fossler, 1500 Glenwood ave.
Louis Handler, 608 South 7th
J. Herman, 2316 Chestnut
F. J. Held, 211 Pine
Evan R. Hoffman, Ridge and Glenwood aves.
G. Hoppe, Montgomery ave. and 22d
John C. Hammond, 1441 Ridge ave.
Frederick C. Horn, 1828 Susquehanna ave.
G. M. Hessdoerfer, Croskey and Berks
Elder Hatch, 2931 Ridge ave.
C. H. Kenney, 2163 North Van Pelt
C. R. Kelly, 127 South 25th
John S. Lowrey, 206 South 2d
B. Lipschutz, 44 North 12th
H. M. Levy, 116 South
Nettie Lavy, 1800 Susquehanna ave.
S. Liebeman, 423 South 3d
Thomas Maltby, 304 South 4th
Joseph Mellon, 3000 Ridge ave.
Louis H. Michel, 3042 Diamond
Louis H. Michel, Judson and Berks
Charles N. Norris, 2442 Ridge ave.
Jos. Mensch, 2226 Montgomery ave.
Elroy Montero, 1603 Susquehanna ave.
L. Petrosky, 347 South 4th.
L. Podolneck, 322 South
Reuben Rosen, 1203 Ridge ave.
E. C. Sterner, 20 North 12th
Harry Schwerkle, 3025 Ridge ave.
Henry Taugert, 2921 Ridge ave.
Edward F. Vandever, 1419 Ridge ave.
H. Wode, 23d and Norris
Daniel Weedman, 2500 North Broad
Ernest Wagner, 846 Lombard
S. Zavakos, 637 Market
Thomas Pappas, 409 South
S. Cohen, Front and South
S. Munter, 20th and Susquehanna ave.
J. Altman, 1600 Diamond
William Hirschberger, Broad and Susquehanna ave.

MOSTLY PERSONAL.

Mary McGlinchey, aged 65, keeper of a small tobacco store at Tinicum avenue and Eighty-fifth street, was run over by a trolley car and killed, in front of her place of business, Christmas week.

An advertising novelty which William Adler of 225 North Tenth street is giving away consists of a trick pasteboard box about the size of a deck of cards which properly manipulated appears at first to be empty, then to contain nothing but cigarettes, next to contain nothing but smoking tobacco and finally to contain nothing but matches.

In the new cigar store of Bayuk Brothers on Market street is a large mirror with heavy carved frame which

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

has had many different owners since it won a first prize in the Centennial Exposition in 1876. An old gentlemen, whose years were nearly four-score, happened into the store a few years ago, and recognized the mirror at once, he having been the designer of the carved work. The price he stated that he had received for the design was just three times what Bayuk Brothers paid for mirror and frame.

Burglars, after prying open a shutter, stole 400 cigars, $4 in silver, some cigarettes and a graphophone with fourteen records from M. J. Hayden's cigar store at Poplar street and Ridge avenue.

C. E. Bowers, with the C. R. Jones Leaf Tobacco Co., spent the Christmas holidays at his home in Steelton, near Harrisburg.

H. S. Meyers will start out on his January trip for Young & Newman next week and Mr. Newman, whose health is gradually improving but is not yet fully restored, will start out about a week later.

Benjamin Labe, of B. Labe & Sons, who has been in Europe since April, is expected home next Saturday or Monday. Jacob Labe, of the same firm, is to leave for Havana in about a week.

L. P. Kimmig, of L. P. Kimmig & Co., was in Lancaster the early part of this week.

Otto Eisenlohr & Bros. remembered their special friends at Christmas time and presented to them boxes of cigars, each containing several sizes, packed in a very elaborate and attractive manner.

Valenchek Brothers are among the leaf dealers who are distributing 1904 calendars. To a wall card bearing a reproduction of an oil painting of much merit and beauty are attached the date sheets.

With their customary generosity Bremer Bros. & Boehm have made to hundreds of their friends holiday gifts which will be highly valued. Each recipient is now in possession of a four-pocket card case of black sealskin and calf. Under one of the inner flaps appears the following: "Compliments of Bremer Bros. & Boehm, Leaf Tobacco, Philadelphia and Reading, Pa."

The late Benjamin Fox was for twenty-seven years proprietor of a wholesale tobacco store at Girard avenue and Hancock street.

Henry A. Davis, formerly with Mange, Wiener & Co., has been added to Gumpert Brothers' force of salesmen, and will cover suburban points in New Jersey and Pennsylvania.

M. J. Dalton is recovering from the effects of a fall in which he had two ribs broken.

The liabilities of Albert H. Palmer, at 327 Arch street, jobber in pipes and smokers' atricles, are $3,277.23, and the assets are reported at $1,994.65. Richard S. Hunter is referee.

No cigarmaker who is provided with such tools as are supplied by the Liberman Manufacturing Co. has any excuse for not turning out the very best work of which he is capable. The company's line of cutters is one in which special and justified pride is taken.

For practical purposes, the calendar issued by Sheip & Vandegrift for 1904 is excelled by none. Printed in black and red on white, the contrasts are strong. At the top appears a birdseye view of the firm's immense cigar box factory.

NATIONAL DEALERS CONVENTION.

All Allied Interests Invited to Attend Annual Gathering in Chicago.

Following the call for the second annual convention of the Cigar Dealers' Association of America, to be held at the Sherman House, Chicago, January 12, 1904, a special invitation is hereby extended to all manufacturers of cigars, tobaccos and cigarettes, box makers, lithographers and leaf dealers to attend the convention.

Special committees will be appointed to confer jointly with all interests represented in view of strengthening our cause. It is hoped a large representation from the allied interests will be present.

This invitation is also extended to cigar dealers in places where a branch organization does not exist. All will be welcome to the convention hall. We hope to see many dealers there seeking information in view of getting in line. We promise you good results during 1904.

C. E. CASE, Sec'y.

Creditors Given Half.

Former Judge Oliver H. Horton has filed his report as receiver in bankruptcy for Crump Brothers, of Chicago, the large leaf tobacco house, and has been discharged by Judge Kohlsaat.

The receiver recommended a plan of settlement which would allow the creditors 50 per cent. of their claims. Judge Kohlsaat approved the plan.

This plan of settlement will simplify the settlement of the estate of Sutter Brothers.

Mr. Horton placed the liabilities of Crump Brothers at $350,000 and the assets at $225,000.

TOBACCO HELD AS SECURITY.

Information from Washington Concerning Property in Bond.

Washington, Dec. 30, 1903.

A Collector has advised the Internal Revenue Commissioner that a firm of attorneys state that clients of theirs are virtually the owners of a large quantity of imported tobacco stored in the bonded warehouses of New York City, held in their name as security for money advanced to the original owners. That it is now the desire of those clients to sell this tobacco for the purpose of reimbursing themselves, and they ask what steps should be taken within statutory requirements to so do.

The collector was instructed that as imported tobacco held in customs warehouses can only be released to a duly registered dealer in leaf tobacco, or a qualified manufacturer of tobacco or cigars, the clients of these attorneys would be required to qualify as dealers in leaf tobacco in order to dispose of this tobacco; that they would be required on Book 59 to record the quantity of leaf tobacco released and received by them from the bonded warehouse and also to enter thereon all sales to persons who were duly qualified to purchase the same under the statute.

SUED AS INDIVIDUALS.

Following the action of the Federal Court in appointing a receiver in bankruptcy for the firm of Sutter Brothers, leaf tobacco merchants, suit has been filed in the United States Circuit Court by the First National Bank, of Chicago, against the members of the firm as individuals. The defendants named in the action are Adolph, Louis P., John E., Jacob and Edward A. Sutter.

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

WANTED.—First-class Cigar Salesman at once, who can invest some cash in the business, and be located in St. Louis during the Exposition. Address CONS MFRS CIGAR CO., York, Pa. 12-23-4

JOB LOTS OF CIGARS WANTED for sale by a prominent brokerage firm. Any quantity. Prices must be low and goods salable. Address Box 22, Care of The Tobacco World, Philada. 10 21-11t.

BOOKKEEPER, aged 28 years competent and reliable, ten years experience in cigar and leaf houses, high class references as to character and ability desires a position. Address Box 6, care of The Tobacco World, Phila. 1t

WANTED.—Experienced Salesman-Manager—One who can control and manage force of Sub salesmen, and will take occasional trips for a well appointed, western factory. Good salary for the right man. Address "SALESMAN," care of The Tobacco World, Phila. 12-16-3

CIGAR SALESMAN—thoroughly experienced, wanted by a large manufacturer to sell a well known brand to trade established in Pennsylvania, New Jersey, Delaware and Maryland; sales can be largely increased; state full particulars with reference. Box 5, care of The Tobacco World 1t

FOR SALE AT A BARGAIN.—Second-hand Dieless, Daisy, and Kelsey Suction Tables, Foot and Power Progress Bunching Machines, Electric, Gasoline, and Water Motors, New and Second-hand Cigar Machinery of every description, thousands of Second hand Cigar Molds. What do you need? Address WINGET MACHINE CO., York, Pa. 12-23-tf

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office; U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: ANGELES 10, HAVANA.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R
E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in Leaf Tobacco
Lancaster, Pa.

J. W. BRENNEMANN,
Packer of and Dealer in
Leaf Tobacco
MAIN OFFICE,
Millersville, Pa.
United 'Phone: No. 931 A, Millersville. No. 1803, Lancaster.
Lancaster Office, 110-112 W. WALNUT STREET

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

Menno M. Fry & Co.
Packers of and Dealers in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

"Match-It" Cheroots
Are the finest product of the kind on the market
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five – Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
Match It, if you Can---You Can't.
F. B. ROBERTSON, Factory Representative for Penna. 1133 Ridge Avenue, Phila.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 306 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. *Send for Samples.*
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St, NEW YORK.

A sure cure for Dry Cigars and Tobacco.
A cure for foul, slimy, Sponge, Cotton and Felt.
The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.
Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock.
No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities.
No. 2 for tobacco pails. No. 4, Pans 5½x11x2½ to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 4½7x17 for each wall case shelf; 3½x18x40 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.
O. R. RICE & CO., 103 East 14th Street, NEW YORK.

WHO WINS THE BIG PRIZES?

And Who Win the Smaller Ones in the Florodora Tag Company Contest?

Early in this year a number of prizes in the Florodora Tag Co's distribution of cash to those who made estimates close to the number of cigars on which taxes at $3 per thousand were paid in December, 1902, were awarded to Philadelphia men, and there are today thousands of people in this city who made estimates in the 1903 contest, the awards in which will soon be made public.

This year the contest was based on the November sale of stamps, instead of the December sales as last year; and the Government figures which will decide the awards were announced on Monday of this week, when the accompany special dispatch was received at the office of The Tobacco World:

Washington, Dec. 28.

The Tobacco World,
224 Arch St., Phila.:

Cigars tax paid at three dollars per thousand for November were Five Hundred and Seventy-Eight Million, One Hundred and Fifty-Seven Thousand Four Hundred and Seventy.

Mutual Press.

Some of the guessers in this and other cities have registered only one guess each, but many have registered a score or a hundred, and some have registered several hundred guesses.

Probably the largest number of guesses sent from Philadelphia come from the Messrs. Murphy of the Penn Tobacco Co. In the last contest they won one thousand dollar prize, one of $25, four of $10 each, two of $5 each and about seventy boxes of cigars. This year they have about a thousand guesses on file, and some of these guesses are within the hundred thousand in the figures given in the above dispatch from Washington.

Daniel L. Leahy, of Eighth and Sansom streets, has during the year forwarded 500 or more guesses, ranging from 550,000,000 to 650,000,000, and consequently has a chance of receiving some of the $142,500 which is to be distributed. Most of his guesses, however, were in the neighborhood of 600,000,000 and his estimates below that he made in order to be prepared in some measure for the unexpected.

H. D Narrigan laughed good-naturedly when shown the official figures and said he would win just what he did last year—nothing. He had about twenty-five guesses on file.

Several of the salesmen of Miller Brothers are interested in the awards to be made, having collected cigar bands and used them in the contest, but the firm has taken no special interest in the matter.

It is asserted by many guessers who have compared estimates with others that nine tenths of the guesses exceed 600,000,000.

York Factories Still Busy.

The Usual Holiday Let-up Fails to Occur This Year.

York, Pa., December 28, 1903.

Very little will business affairs bother the dealer in leaf tobacco during these few intervening holidays—other than the taking of stock and inventory of tobacco on a special form, notices pertaining thereto having been received by all dealers. Not so the manufacturer who, improbable as the statement seems, practically was busy up until Christmas, and is at it again. It can safely be estimated that the New Year in the cigar business will open with as much vim as did 1903.

The stock and fixtures of the La Buta Cigar Co. will be sold in bulk by Jno. F. Kell, trustee in bankruptcy. This was decided at the meeting of the creditors of the company held several days ago. The trustee presented a number of claims which were approved, and was granted, upon request, the privilege of disposing of the factory and its contents as a whole. An inventory of the assets of the firm, amounting to $8,000, was filed. There are yet in stock about 200,000 cigars. Thus far the receiver has disposed of only enough of the stock to meet orders on hand at the time he was appointed.

The District Attorney has prepared a list of the continued cases that will be taken up at the January Quarter Sessions, the most important of which are those against B. C. Smith, N. F. Young and A. A. Leber, charged with counterfeiting the Cigarmakers' Union label.

The cigar factory at Stewartstown, has been closed for a month, thus throwing about fifty people out of employment. Some are seeking work elsewhere.

Samuel Price, who has undergone a siege of severe sickness at the York Hospital, has so far recovered as to be removed to his home. While he was confined in the hospital his wife died suddenly, leaving a number of motherless children.

The Winget Machine Co. has purchased all the cigar molds and machinery of the La Compina Dominguez, of Tampa, Fla.; also the molds and machinery of the Matthews Cigar Co., of Baltimore. Both firms will turn their attention to making fine goods exclusively the coming year.

Internal Revenue Ruling.

The distribution, as free samples, of packages of fine-cut chewing tobacco in unstamped subdivisions is unauthorized. Authority given under present regulations to put up subdivisions of statutory packages was intended to apply only to salable subdivisions for the retail trade.

In response to a letter of inquiry, Commissioner Yerkes recently sent out the following:

"Your letter of the 14th inst. has been received, in which you ask whether manufacturers will be permitted to put up one-half ounce subdivision packages of fine-cut chewing tobacco in a carton of 10 ounces or 1 pound, the carton to be legally stamped, caution notice on same, and containing other provisions of the regulations; these unstamped subdivisions to be distributed as free samples while in the legally stamped packages.

"In reply you are advised that when subdivision packages of smoking and chewing tobacco were abolished by the regulations which went into effect July 1, 1903, and an exception was made in favor of fine-cut, it was not contemplated that this exemption should be construed as authorizing the putting up and distribution, as free samples, of packages of fine-cut tobacco in unstamped subdivisions.

"The regulations referred to practically abolished sample packages with the legend This is an authorized subdivision taken from a properly stamped package,' and the office will not sanction the distribution of such samples for advertising purposes.

"The exception made in said regulations in favor of fine-cut chewing tobacco was intended as an accommodation to enable manufacturers to put up salable subdivisions for the retail trade, it having been represented that this was necessary to prevent the tobacco from drying out, but it is expressly stated in the regulations that 'such subdivisions of parcels when repacked in proper statutory packages shall contain in the aggregate the number of pounds or ounces of tobacco denoted by the stamp affixed to the package,' and that 'all subdivisions of fine-cut chewing tobacco shall remain in the original package to which the stamp is affixed until they are sold at retail and delivered directly from the stamped package to the consumer.'

"In connection with Treasury Decision No. 723, issued Nov. 30, 1903, with reference to subdivision packages, I would say that manufacturers of fine-cut chewing tobacco are authorized under present regulations to put up such product in subdivision packages, and so long as such subdivisions do not come within the designation of statutory packages their size or weight is immaterial, but they must be sold and delivered directly from the original stamped package to the consumer.

"The practice of some manufacturers of fine-cut of putting up their product in subdivisians of a size and weight so closely approaching the weight of a statutory package as to invite an investigation of their goods on the market to determine whether packages have been been removed requiring stamps, without the proper stamp being affixed thereto, and of putting out free sample packages with the legend 'This is an authorized subdivision taken from a properly stamped package' printed thereon is a source of embarrassment to this office, and if persisted in may result in the withdrawal of the privileges accorded them under the present regulations of putting up subdivisions of statutory packages."

PHILADELPHIA LEAF MARKET

The sales in the Philadelphia leaf market just at present are like the snakes in Ireland—there aren't any. The dullness will, however, soon come to an end, and, the stock-taking and other preparation of accounts attending the opening of a new year having been disposed of, general activity will be resumed.

EXPORTS:

Antwerp—2cs. tobacco stems.

Cigar Molds
Cigar M'f'rs Supplies
We are now better prepared than ever to meet the increased demand for our products.
All of our Machinery is of the Most Improved and Up-to-Date Design, and we can, therefore, give you
The Best Goods at The Best Prices.
Before you place your orders give us an opportunity to quote you *Our* prices.
We Can Save You Money.
The Sternberg M'f'g Co.
1344 West Third Street,
DAVENPORT, Iowa, U. S. A.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. JOHN E. OLP, Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—Established 1866—
JOHN SLATER & CO.
Makers of Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

WASHINGTON TOPICS.

(Continued from p. 12.)

troduced in the Cuban Senate providing, as a temporary measure, for a straight increase in duties sufficient to offset the loss of revenue under the operation of the reciprocity treaty between Cuba and the United States, and this measure will be enforced until the Congress passes a permanent tariff bill.

Congressmen have become alarmed lest the revenues fall off to such extent under reciprocity as to prevent the Government effecting the loan necessary to the payment of the veterans of the war for independence, all of whom are clamoring for their money.

Then the Parliamentary appropriations for public works in the several provinces are large and the regular governmental budget is expected to relieve the treasury of the greater part of its present $4,500,000 surplus.

It is little likely, therefore, that the manufacturers who were fooled by the Sugar Trust into believing that the treaty would give them the Cuban market will get much benefit therefrom.

CUBA NOT INDEPENDENT.

Officials here are not inclined to believe that the "most favored nations" clause will be allowed to interfere with the Cuban treaty. It is said that if Great Britain, or any other foreign power, can show that we have granted any special trade concessions to an independent country there may be ground for a claim to equal consideration, but that the Cuban Republic is not an independent power. It is a government of our creation, containing in its constitution the fullest admission of its dependence on the United States, both externally and internally, both as to its foreign relations and its domestic concerns.

It is further declared that there is not the remotest probability that the United States will ever grant to the Cubans the dangerous gift—dangerous alike to them and us—of complete independence. The present relation—that of guardian and ward—meets the necessities of both peoples, and the conditions under which that relation exists render "the most favored nations" clause utterly worthless to Great Britain and other powers in so far as relates to the Cuban reciprocity.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Tampa City Puffs, Little Rusher, Little Buster, Virginia Game, La Admiralda, Allenettes, United Firemen, Wm. M. Springer, Helen Adair, Richard Baxter, Silver Poppy, Sir Reynaldo, Congressional Library, Lolomena, Emperor of Sahara, El Veno, Independence Seal, Pilgrim Mothers, Claiborne, Maryland Monarch, Senate Bouquet, Doctor Nicholas Senn, Judge Peter Grosscup, Metro lite, Theorien, Pompino, Athlana, College Inn, Recruit, Futuridad, Spana Segundo, Briarwood, Casco Eagles, Ruxton, Sahumar, Lydia Darrah, Irva, Josiah Peets, Aaron Ogden, Andrew Porter, Matthew Clarkson, Bunnie Boy, Snarleo, Duke of Kendal, Baron Pepper, Beverley, Cappamore, Yo San, Great Poet, Cuba's Reliance, Cuban Plot, Emmy Lou, Cuban Tourist, Yara Poco, Coming Bond, Noureen, Swaza, Sounds Reasonable, Seems Reasonable, R. S. B., Frank Norris, Josianna, Idolize, Nassau Arcade, Earl of Cardigan, Paulus Hoeck, Vigor Vim, Hanlina, Union Force, Treaty Bond, Tag It, Aguila de Tampa, Arkansas Elk, Michael Henry, Zamponi, La Vicosa, Sanitary Health, James A. Hemenway, Booster Club, Denver, Col., 1847, Boost—Boost—Boost!, Judge Royal, El Confirmo, Big Deal, Milwaukee Famous, Belleclaire, Glad of It, Colorado Bond, Vigorator, Milwaukee Daily News, Milwaukee Daily Journal, Lieut. Gov. John Moore, Univoco, Unicidad, Phoenix Hotel Specials, Dona Nico, Nico Belle, La Modelena, Billy Whiskers, La Carodena, Don Marco, Oliver Club, Elmer Dover, B Sunny, Robert Collier, Barney Oldfield, Order of the Moose, S. O. O. M., Rosa Neto, Perla Neto, Marl Lamb.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
Correspondence Solicited. AKRON, PA.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf **Tobacco**
East Petersburg, Pa.

CIGAR MOLDS
VERTICAL TOP — SOLID AND DURABLE
OUR MOLDS are the **Best GRADE**, and **Our Prices THE LOWEST.**
We will **Duplicate Any Shape** you are now using, regardless of who made your Molds, or **Furnish Any New Shape.**
Sample Sections submitted for your approval **Free of Cost.**
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

HIGH-GRADE CIGARS
Manufactured by
A. W. Zug,
227 North Cherry Street,
Lancaster, Pa.
We Employ No Salesmen.
All our business is transacted Direct with the Wholesale Houses
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.

Recommended for Their Exquisite Aroma and Excellent Workmanship.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000 Factories: **Cigars**
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: York Nick, Boston Beauties, Oak Mountain, Porto Rico Wave
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—*The* Bear Brand—*The* Cub Brand—*The* Essie Brand.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"Stage Favorite," a 5-cent Leader, known for Superiority of Quality.

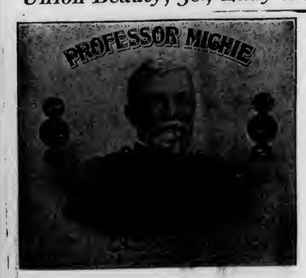
B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE
Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c

W. H. RAAB & SONS,
Manufacturers of
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871
DALLASTOWN, PA.



La Union Cigar Co.
HANOVER, PA.
Manufacturers of
High Grade Union Made **Cigars**
Our Special Brands: ALEX. WILSON, PROFESSOR MICHIE, UNION CHIMES, MINERS' VICTORY, LA UNION CROOKS

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced **Cigars**
Red Lion, Pa.
Remember—the MELODIOSO is Our Leader.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,

Packers and Dealers in **Leaf Tobacco**

105 S. George St., YORK, PA.

Walter B Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of **Leaf Tobacco**

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

CHAS. TOLE & CO.

Packers of **Leaf Tobacco**

James and Prince Streets,

LANCASTER, PA.

STAUFFER BROS. MFG. CO.

New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

THOS. R. DECKER

YORK, PENNA.

MANUFACTURER OF

Sweet Damsel, D. & S.

High Grade Medium Priced

Cigars

For the Wholesale and Jobbing Trade. Correspondence invited.

KENTUCKY TOBACCO FAIR.

The fifth annual Tobacco and Corn Fair in Maysville, Ky., will be held Saturday, February 20, 1904. It will be bigger and better than ever. There will be excursion rates on all railroads, and eminent speakers will deliver short addresses. Music will be furnished by two bands.

Samples of tobacco must contain twelve hands, and exhibitors must state that sample was grown by him or on his land. All samples must be shown in class to which they belong. They must be in the Court House not later than 11 o'clock, Saturday, February 20.

The exercises at the Opera House begin promptly at 1 o'clock, and a train on the L. & N. will leave after the fair.

Below is a list of the premiums to be awarded:

Cigarette—First premium, $50; second premium, $25; third premium, $10; fourth premium, $5.

Bright Leaf—First premium, $40; second premium, $15; third premium, $10; fourth premium, $5.

Lugs—First premium, $20; second premium, $10; third premium, $5; fourth premium, $2.50.

Red Leaf—First premium, $25; second premium, $15; third premium, $10; fourth premium, $2.50.

DEATH OF JOSEPH FELDMAN.

Joseph Feldman, a wealthy retired tobacco merchant, of Boston, died suddenly of heart trouble on Saturday, aged 60 years. Mr. Feldman went to Boston 39 years ago, and entered the cigar trade. From the cigar business he went into the wholesale tobacco trade with John H. Young, accumulating a competence, which he increased by subsequent real estate deals, in which he became a large operator.

ELECTION IN CINCINNATI.

The Cincinnati Seed Leaf Tobacco Board of Trade has elected President, Julius C. Frei; Vice President, Nicholas Gunther; Secretary, John Staun; Treasurer, Geo. M. Berger; Directors, Moses Krohn, Henry Wilyer, Alex. Pappenheimer, John Oberhelman, F. W. Dohrman; Inspector and Weigher, E. T. Griest.

AS A MATTER OF CONSCIENCE.

In the village of Prospect, near Utica, N. Y., there is now in progress a religious revival. A woman merchant in the place has been so impressed by the denunciation of the evils of the day and what should be the attitude of Christians towards them, that she has burned her stock of tobacco, valued at $200, it being her belief that it would be sinful and inconsistent with her profession, to continue engaged in its sale.

THOUSANDS IN GIFTS.

T. C. Williams, the millionaire tobacco manufacturer, destributed $30,000 to his former employes at Richmond the day before Christmas. Mr. Williams sold out to the American Tobacco Company a few months ago and took this occasion to reward his staff. The amounts of the checks ranged from $50 to $2500.

Phones: { Keystone, 65-64A Main Bell, 62-39A

M. Kaufman & Co.

Manufacturers of Union Made

Turkish Cigarettes

504 S. Fifth St., Phila.

Special Brands:

MUNIURA, MATCHAKA, MIENAS.

KLEINBERG'S

"CHICO"

KING of 5c. CIGARS

AGAIN ON THE MARKET.

Our famous "SMOKE-IT" Cheroots are selling faster han ever before.

Philadelphia.

Manhattan Briar Pipe Co

Manufacturers of

Briar and Meerschaum Pipes

Importers of

SMOKERS' ARTICLES

Salesroom, 10 East 18th St. NEW YORK.

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of

Fine and Common **Cigars**

Established 1890.

Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ

Manufacturer of High Grade

EGYPTIAN CIGARETTES

74 Wooster Street NEW YORK

Traveler–Cork Tips. Planet–Gold Tips
Planet–Plain Tips. Planet–Cork Tips

PATENTS

promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo. for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. *Address,*

H. B. WILLSON & CO. Patent Attorneys

774 F Street, N. W., WASHINGTON, D. C.

DETROIT AND BUFFALO STEAMBOAT CO.

QUEENS OF THE LAKES

Steamers Eastern States and Western States

$3 SAVED

TO ANY POINT WEST

Lv. BUFFALO daily 5.30 P. M., ar. DETROIT 7.30 A. M., connecting with all trains West and D. & C. for Michigan resorts. Lv. DETROIT daily 4.00 P. M., ar. BUFFALO 7.30 A. M. Fare: $4.50 one way, round trip $8.00. Berths $1.00 and $1.50, rooms $2.50, parlors $5.00 each way. Week End Excursions DETROIT and Return, $2.50. Send 2c. for illustrated pamphlet. Address A. A. SCHANTZ, G. P. T. M., Detroit, Mich.

FLORIDA TOBACCO.

Florida-grown Cuban tobacco is used especially for filler purposes. Although good wrappers are sometimes obtained, which closely resemble imported Cuban wrappers, there is a prejudice against these, owing to the fact that they have considerable body and require more pounds to wrap a thousand cigars. In point of usefulness and appearance these wrappers do not compare favorably with the Sumatra type. The Florida-grown Cuban closely resembles the imported Cuban leaf in size and general appearance. It has good body and aroma, although the specific aromatic quality and flavor of the best Cuban tobacco have not yet been obtained in this country. This tobacco is carefully fermented, very much as in the Cuban process, and is afterwards carefully assorted and graded according to color, size and length. It is then made into packages. This tobacco has taken well with the domestic trade, and brings the highest price of any domestic filler, a packing of good, clean leaves selling for 40c per pound. Wrappers of this type, although constituting a very small percentage of the crop bring from 75c to $1.50 per pound.

The Florida-grown Sumatra is essentially a wrapper leaf, and has been highly developed during the past few years. While the first crops gave in most cases only about 20 per cent. of wrappers, the proportion has now been increased to 70 and 80 per cent. under the most careful methods of cultivation, This crop is so valuable that the land is now shaded with cheesecloth on wood frames nine feet high. Irrigation is used in addition by some of the large planters, with gratifying success. The Florida-grown Sumatra closely resembles the imported leaf in shape, texture, grain and general appearance. It is extremely thin and very elastic. The most desirable sizes are the 14, 16 and 18 inch. The best crops will average about 200 leaves to the pound, requiring two pounds to cover 1000 cigars. This makes it a cheaper wrapper for the manufacturer, even at the high price of $1.50 or $2 per pound. Choice selections have been sold by the bale as high as $3. and even $4 per pound, but the proportion of these very high grades is yet small, requiring infinite care and great expense in assorting. This tobacco is all primed, that is, each leaf is picked as it ripens, and great care is exercised in curing, fermenting, grading and assorting.—American Cultivator.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

Our correspondents write:

Sunderland, Mass.: "I have been waiting in hopes to have something to report, but have very little. Our storms of the 13th and 20th were not warm enough and did not hold long enough so that growers were able to get down much tobacco. A little on the lower tiers became so that they could take it down. Growers and buyers are both getting anxious, for hardly any have much of their crop down unless they steamed it, and some buyers are refusing to take the steamed-down tobacco. No recent sales to report, and I am unable to learn prices of the early sales. As near as I can get at it, they are not better than last year. Next year more tobacco will be raised in this town, in my opinion."

North Hatfield, Mass.: "The damp Sunday was improved by those having tobacco on the poles. E. F. Cooley finished taking his crop down last night. A. H. Marsh finished packing his crop last week. E. W. Field has his tobacco all down and in the bundle. No sales to report for the past week."—American Cultivator.

EDGERTON, WIS.

The first casing weather since early fall prevailed for a short time early in the week and brightened the hopes of growers that they might be able to commence the handling of last season's crop, but the damp weather did not continue long enough to bring the hanging leaf into the desired case, so very little tobacco was removed from the sheds. Matters are very nearly at a standstill all along the line, waiting for the coming of case weather.

The market for old leaf is also under the shadow of a dull season, when the approaching holidays and inventory time combine to curtail movements. The report of a sale of a 500cs lot of '01 and '02 leaf between local packers has reached us, though particulars are not obtainable. G. Gullickson sold a 50cs lot of '01 to W. H. Parish, of Stoughton, this week.

Shipments, 400 cases.—Reporter.

PRISONERS DENIED TOBACCO.

At Ann Arbor, Mich., the board of county auditors has decided that prisoners in the county jail can have no more tobacco at the expense of the county. The stand taken by the auditors is that prison life should be severe, and that luxuries should not be allowed. The prisoners have been having tobacco at the county's expense for years at a cost of from $5 to $10 per month.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

Smoke

FAUGH-A-BALLAGH

5c CIGAR

WRITE

GRANEY

Commercial Cigar Co.

476 North High Street, COLUMBUS, OHIO.

Barnesville Cigar Co.

W. H. BARLOW, Proprietor, *Barnesville, Ohio,*

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL — EUREKA — PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.

T. L. ADAIR,

Established 1895

WHOLESALE MANUFACTURER OF

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

The Cigars You Want at

W. D. SAHM'S

Union Cigar Factory

Ask for Samples AKRON, PA. Correspondence Solicited

E. E. Weaver

Manufacturer of Fine Cigars

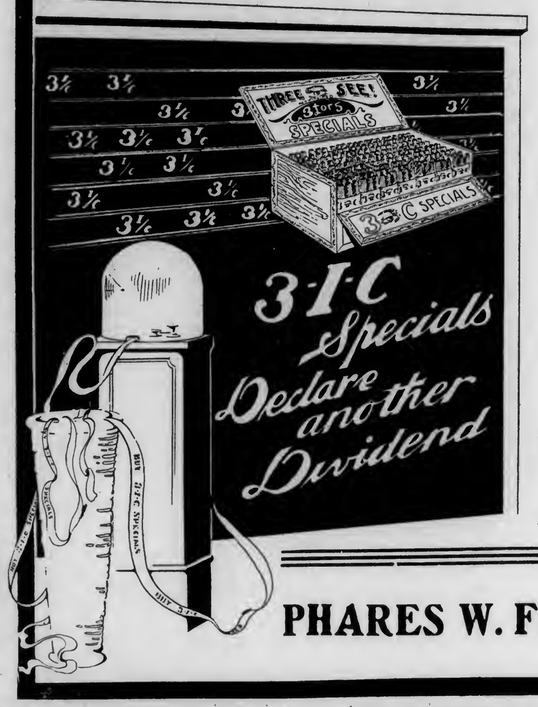
TERRE HILL, PA.

Orders from the Jobbing Trade Solicited. Shipping Station, East Earl.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic **Cigars**

Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.



Buy 3--I--C Specials

They are always declaring dividends for the energetic jobber who handles them

Smokers Praise Them
Dealers Endorse Them
Jobbers Re-Order Them

3--I--C SPECIALS are the best stock to buy at 3 for 5c. Sold to jobbers only.

A Postal Will Bring Price and Sample.

PHARES W. FRY, - Lancaster, Pa.

A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.
Manufacturers,
READING, PA.

G. M. Wechter, *Established 1883*
Manufacturer of
Cigar Boxes
GOLD LEAF PRINTING a Specialty
Akron, Pa.

F. W. Dohrmann. [Estab'd 1873] Theo. S. Dohrmann.
F. W. Dohrmann & Son,
Packers of **Cigar Tobacco**
Packing Houses: Covington, O. Gettysburg, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.
Redryers of **Burley Tobacco**
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.
Samples forwarded on application.
Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

Business Changes, Fires, Etc.

California.

Coalinga.—Thomas Soracco, cigars, damaged by fire.

Illinois.

Chicago.—William Melsch, cigars, voluntary petition in bankruptcy.——Edw. Reehoff, cigar mfr., petition in bankruptcy.

Toulon.—Gibbs & Pierson, cigar manufacturers, succeeded by Nicholas Gibbs.

Iowa.

Cherokee.—A. M. Seidl, tobacco, succeeded by Seidl & Debolt.

Kentucky.

Louisville.—H. W. Frankel, tobacco supplies, dead.

Maine.

Bath.—Frank M. Dunton, cigars, bill of sale, $500.——William M. Smith, tobacco, chattel mortgage, $900.

Lewiston.—George Tremblay, cigars, bill of sale, $200.

Massachusetts.

Boston.—Aleide & Katherine De Andria, cigars, etc., chattel mtge., $515.—Smith & Tohnay, cigars, chattel mtge., $515.——John J. Tague, cigars, etc., chattel mtge., $250.

New York.

Rochester.—R. Whalen & Co., Inc., wholesale tobacco, damaged by fire.

Ohio.

Findlay.—Enz & Woodward, cigars, etc., sued, $141.

Marion.—W. A. Dugan, cigar mfr., chattel mtge., $2,000.

Oregon.

Astoria.—P. A. Trullinger, wholesale and retail tobacco, etc., transferred assets.——P. A. Trullinger, wholesale and retail cigars, tobacco, etc., two real estate mortgages, $2,880.

Pennsylvania.

Philadelphia.—Manuel J. Portuondo Co., cigar mfrs., petition in bankruptcy.——John H. Van Horn, cigar mfr., judgment, $1,972.

Reading.—A. Thalheimer & Son, cigar box mfrs., etc., succeeded by The A. Thalheimer Mfg. Co., Inc.

South Carolina.

Darlington.—John Coleman, tobacco, etc., real estate mtge., $62,000.

Vermont.

Burlington.—William Masson & Co., cigar jobbers, succeeded by Stephen J. Ploof.

Virginia.

Richmond.—Gerhard Haake, cigar manufacturer, dead.

PATENTS RELATING to TOBACCO, Etc.

747,353 Cigar bunching and wrapping machine; John A. Bach, Philadelphia, Pa.

747,540 Band for cigars; Thomas Englehardt, Nashville, Tenn.

747,568 Safety match holder; Edmund A. Parker, Meriden, Conn.

747,569 Match box holder; Edmund A. Parker, Meriden, Conn.

747,473 Machine for making matches; Wm. H. Parker, Passaic, N. J.

747,781 Match-box filling machine; Albert Schuster, Tegel, near Berlin, Germany.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Special Designs — Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty *CIGAR RIBBONS,*
Souderton, Pa.
Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
143 Liberty St. New York.

CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

Best Workmanship — The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

FRAZIER M. DOLBEER — G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
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